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THE AMERICAN BOOK TRADE JOURNAL

WITH WHICH IS INCORPORATED

The American Literary Gazette and Publishers' Circular.

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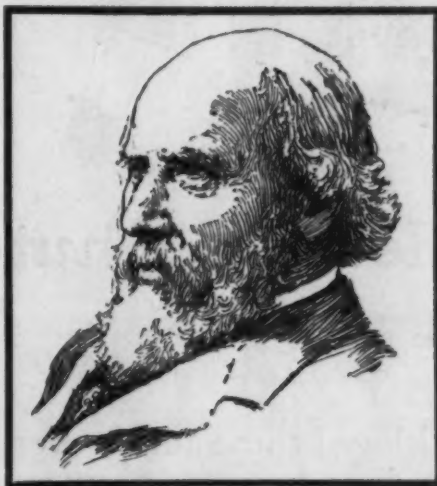
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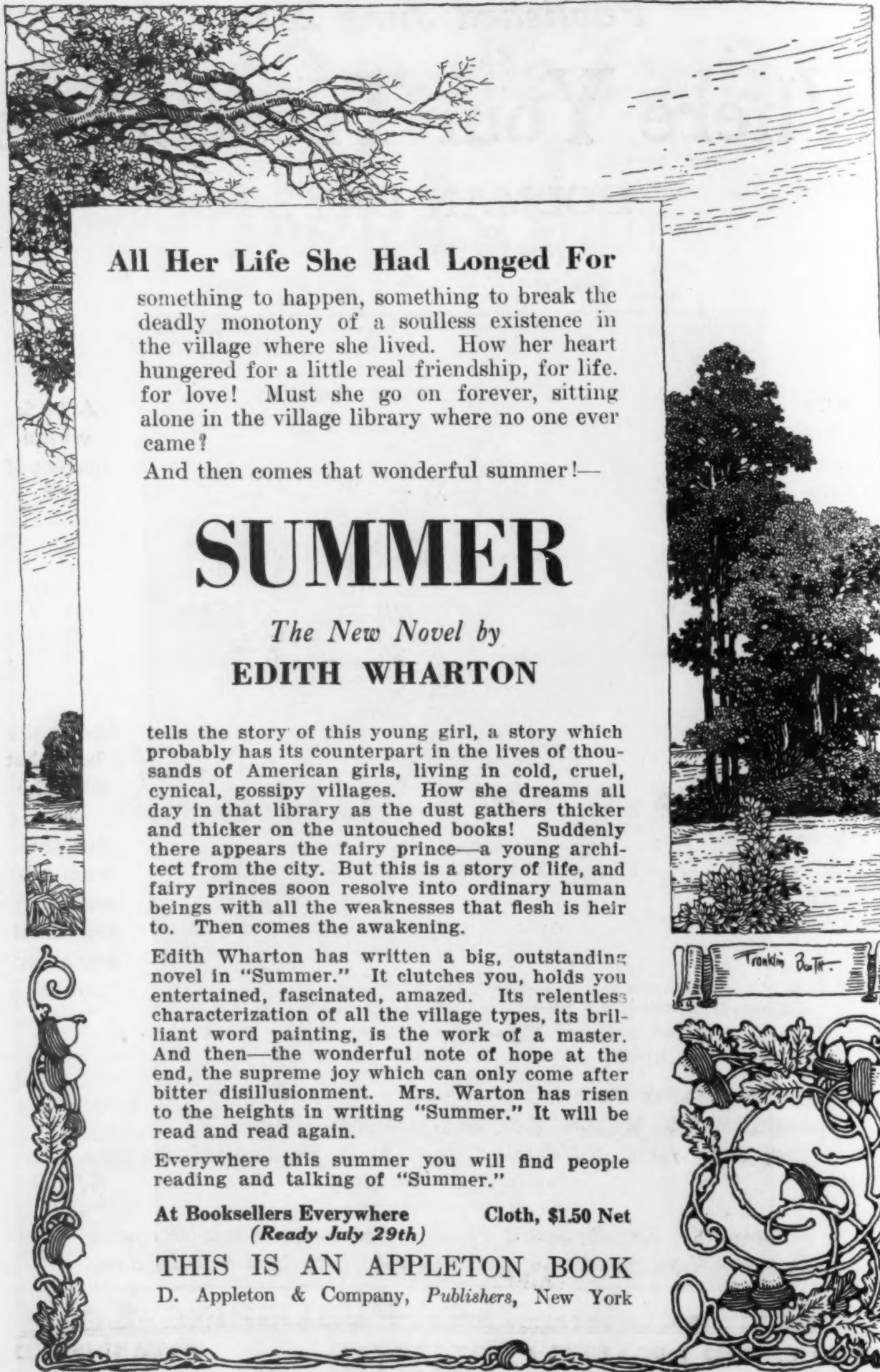
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The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

June 9, 1917

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"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

"HOME MADE" BOOKSELLERS' SCHOOLS

NEXT to the direct sales resolution, if one thing may be said to have stood out more than another at the booksellers' convention it was the general feeling of the need for better trained salespeople. Mr. Estabrook's paper struck this note on the first morning of the convention and the addresses on the careful bookselling at the Sunwise Turn and at the Bookshop for Boys and Girls emphasized it as the convention proceeded. Even in the discussion of the direct sales resolution it bobbed up insistently in the old and as yet unanswered challenge of the publishers that until booksellers become better booksellers they might better stop trying to teach the publishers how to become better publishers. Mr. Huebsch summed up the matter when he said that direct selling and similar problems are really "putting the cart before the horse, treating symptoms instead of the disease," that after all discounts and cost of doing business are fundamentally subsidiary to the education of the bookseller and the one set of problems will in large measure be solved when the trade gives adequate attention to the others.

We believe it is not an overstatement to say that the retail book-trade is in a more receptive state of mind toward booksellers' training this summer than it has ever been before. The several hundred questions used by Miss Graham in Philadelphia in her classes in bookselling sent a mild gasp of surprise thru the trade on their publication in the PUBLISHERS' WEEKLY this spring. Some of the keenest bookmen at the convention confessed frankly that they could not themselves answer half these questions, tho it was more than once remarked that they were all of an unusually practical nature. Coming on top of these

questions, the papers at the convention left many, proprietors as well as clerks, with the feeling that after all there are a lot of new things to learn about bookselling.

We need not refer here again to the booksellers' schools in Germany and France except to call attention to the fact that over one hundred of the women book clerks of Paris enrolled at the opening lecture of the course in bookselling now being conducted for women by the French Cercle de la Librairie. In this country the actual booksellers' schools are confined to two Eastern cities, tho the lectures before the Chautauqua Library School and rumors of the possible organization of a course in a third Eastern city show that the idea is growing. There is abundant evidence that either a correspondence course or a manual of trade instruction more recent than Adolph Growoll's "Profession of Bookselling" would be welcome in many quarters, and, in fact, the PUBLISHERS' WEEKLY for some time has had under consideration the possibility of publishing a successor to Mr. Growoll's work. Definite steps were taken this week toward the formation of a committee of the Booksellers' Association to direct a movement for the country wide training of booksellers, and there is little doubt that facilities for widespread trade training will eventually be developed.

But all this lies in the future. Meanwhile the bookseller is confronted with the war and the slack summer season—not to mention the usual quota of troubles over discounts and direct sales—and it behooves him in many cases to adopt extraordinary methods to keep up sales.

Elsewhere in this issue appears an account of the "home made" booksellers' school by which one live-wire department store manager in the Middle West is making his sales increase each month, war or no war. His "school" consists of the usual weekly staff conference, already in operation in the best stores in the trade, supplemented by the unusual feature of a set of examination questions on the store's stock and on bookselling problems. The weekly staff conference usually allows only time enough to take up the more immediate problems involved in the daily routine, and it was to call attention to a few of the many important problems of bookselling that tend to be overlooked in these conferences—such as the difference between cloth and buckram binding, or "what is the Apocrypha?"—that this first list of over two hundred

examination questions was drafted. Altho this feature has been in operation only about a month the manager reports definite and positive results. "Our sales are increasing," he concludes, "and as long as this continues I shall feel that it is advisable for bookstore managers to conduct their own booksellers' schools."

What is being done in this Des Moines store can be duplicated anywhere else. Younker Brothers' book department is neither unusually large nor unusually small—it carries about \$6000 worth of stock—and its problems and location in the Middle West may be regarded as rather typical. The next two months are going to be the least busy period in the bookseller's year, the period in which store conferences involve the least sacrifice of nerves and energy, when clerks have most time to acquaint themselves with the details of stock, in a word, the best time in the entire year to conduct definite staff instruction in trade matters. Doubtless a ready-made course or manual in bookselling will be handed the trade eventually, but meanwhile such stores as Younker Brothers, with their "home made" booksellers' schools, are keeping up with rising costs and showing steady profits.

At the conference of representative publishers with the Senate Finance Committee last Saturday night, the former agreed generally on a tax on advertising receipts, possibly of two per cent, as the alternative to an increase of postal rates on second class matter or on the advertising portion of periodicals, which latter scheme would make confusion worse confounded. This is properly a war tax and will cause the more prosperous periodicals to pay vastly more than the proposed increase in postal rates, but it will not interfere with subscription prices nor throw the less prosperous periodicals thruout the country into bankruptcy; moreover, it will naturally stop with the termination of the war. It is to be hoped, therefore, that this plan will be adopted as the present solution. Meantime, however, the publishers should face the fact that the revision of postal rates on second class matter is a pending question, which will recur from time to time. The right way out is, as we have many times suggested, a conference between the postal authorities and business men, which will put our postal system on a business basis with the concurrence and co-operation of all concerned.

AN unusual example of the value of the PUBLISHERS' WEEKLY'S "Books For Sale" department occurred a few weeks ago. A subscriber sent in a list of several valuable items but neglected to state that they were "Books For Sale," and the list was inserted in the "Books Wanted" section. Two keen-eyed members of the trade, who scrutinize "Books Wanted" line by line every week, saw the items in question and guessed, by certain esoteric trade indicia, that they were what they really were—misplaced "Books For Sale" items. Whereupon each hied him to the advertiser, and all the items advertised changed hands at a total of several hundred dollars, to the satisfaction of both buyer and seller.

HOW ONE STORE MANAGER IS CONDUCTING HIS OWN BOOKSELLERS' SCHOOL

IF the book salesman cannot go to the booksellers' school the next best thing is, obviously, to bring the school to the salesman. This is being increasingly done to-day in the regular staff meetings held in all the more progressive stores, at which service points, salesmanship, news about new books and other similar matters are discussed. A still further expansion of the store booksellers' school idea, however, is being used in Younker Brothers' department store in Des Moines, Ia. Staff "experience meetings" have been a regular Tuesday evening feature in Younker Brothers' book department for some time, but about a month ago another scheme, a set of examination questions on books and bookselling, was introduced by H. J. Simonson, Jr., manager of the book department. The first list of two hundred and twenty-seven questions was distributed to the clerks with the request that they go over the stock carefully with the questions before them to prepare themselves for the examination. The answers were then written out and handed in on a specified date and the papers corrected and graded and a report of the ranking published thruout the store. In the case of a clerk who failed to make a grade of at least eighty-five per cent., his paper was returned and a second date set for him to hand in a revised list of answers, and so on until at least the eighty-five per cent. grade of proficiency was attained. The questions have since been taken up in detail in the Tuesday conferences and all errors and variant answers have been discussed at length.

The results of this first examination and of the intensive study of the stock that it necessitated have been apparent in a number of ways, for, as Mr. Simonson points out, "in the looking up of these questions our salespeople have learned many things they did not know before about the book business." For one thing, a number of the clerks have begun to keep classified lists of their customers,

which is resulting both in selling more books from stock per customer and in selling more books in advance of publication. Then again, particular stress is laid in Younker Brothers' department on the salespeople themselves keeping up the stock. Each clerk is held responsible for a particular portion of the stock and expected to know what books are needed when they are needed, and in no instance is he allowed to wait for the traveler to call before placing a re-order. This is in no sense an attempt to do away with the traveler, and in fact his name is usually mentioned in the order, but it has frequently happened that, even when the department has had notice that the traveler will be thru the city within ten days, re-orders have been sent in and the books actually sold before the traveler arrived. With such a close check on stock anything that tends to focus attention on stock and transform a salesman's blurred impression of a row of books into a row of individual titles is of obvious advantage.

"Altho we have been using these questions only about a month," Mr. Simonson says, "I have not only noticed an increased alertness on the part of the clerks, but also a desire to know more about the publications they are selling, or hope to sell in the future. Our sales are increasing and as long as this continues I shall feel that it is advisable for bookstore managers to conduct their own booksellers' school."

Just in passing, it is of interest to note one or two other plans adopted by Mr. Simonson to keep his assistants alive to the possibilities of their work. As an aid in turning old stock, he has devised blue, punchback paper jackets of various sizes, to be placed on a quantity of books over a year old. This not only makes the stock appear cleaner and fresher, but it also enables a salesperson in going to any particular classification to pick out the older books quite readily. By employing this method the department has been successful in reducing considerably the amount of its old stock.

As a means of keeping the salespeople familiar with new books the manager of the department has arranged that they go over all orders placed for forthcoming publications. Also each night they are asked to go over the daily re-orders and they thus know what is coming at all times. The daily mail is also gone over by each clerk some time during each day.

A record of the daily sales of each person is kept and this has proved quite an incentive. There is no secret at any time as to how much business the department has to get in a given year to equal the preceding year, neither is there any secret as to what one salesperson sells in comparison with another. These facts are given to all and the clerks are held responsible for a twenty per cent. increase over the year previous.

The complete list of two hundred and twenty-seven questions on bookselling used in Younker Brothers' book department is as follows:

WHAT A SALESMAN SHOULD KNOW Department 56—Books

- What is a book?
- What are the principal papers used in book manufacture?
- How does India paper differ from regular paper?
- What type is generally used?
- What kinds of binding are there?
- Is cloth different from buckram?
- How so?
- Will buckram outlast a leather binding? Why?
- Name some foremost illustrators.
- Name three famous cartoonists.
- What books of each of these have we in stock?
- Name the greatest book in the world.
- What are the principal classifications of books?
- What is fiction?
- Name the latest book published.
- Name the most popular book published recently.
- Give a brief synopsis of it.
- What was Booth Tarkington's last book?
- Will he have another soon?
- Name three good detective stories.
- Name a war romance.
- Name three best books by humorous authors in stock.
- Name three of the most prominent books by well known novelists to be published within the next month.
- Give briefly the press comments on three recently published novels. What can you tell about the authors of each?
- Is the author of "Hepsey Burke" the same as the author of "David Harum"?
- Is David Graham Phillips living?
- How may I address three modern authors who are living?
- Name five early authors of fiction.
- How does Hugo differ from Balzac and Dumas?
- Name an important book by each.
- Give a brief synopsis.
- Contrast modern fiction with the writings of early authors of fiction.
- Why is it that popular fiction, formerly sold at 50c., is now sold at 60c.?
- Will it go higher?
- Is there a chance of its being reduced?
- What is a juvenile?
- Name the three latest juveniles published.
- Tell briefly the story of each.
- What have you in stock for a baby one year old?
- What have you in stock for a child two years old?
- What have you in stock for a child three years old?
- What have you in stock for a child four years old?
- What have you in stock for a child five years old?
- What have you in stock for a child six years old?
- What have you in stock for a child seven years old?
- What have you in stock for a child eight years old?
- What have you in stock for a child nine years old?
- What have you in stock for a child ten years old?
- What have you in stock for a child eleven years old?
- What have you in stock for a child twelve years old?
- What have you in stock for a child thirteen years old?
- What have you in stock for a child fourteen years old?
- What have you in stock for a child fifteen years old?
- What have you in stock for a young lady?
- What have you in stock for a young man?
- Name three foremost juvenile illustrators.
- What Boy Scout books have you?
- Name three good series for boys.
- Name three good series for girls.
- How many books in the *Boy Scout Library*, published by Grosset & Dunlap?
- How many books in the *Five Little Pepper Series*?
- How many books in the *Elsie Series*?
- How many books in the *Dorothy Dainty Series*?
- How many books in the *Little Colonel Series*?
- How many books in the *Louisa M. Alcott Series*?
- How many books in the *Billy Whiskers Series*?
- How many books in the *Burgess Bedtime Stories*?
- What age child is each suitable for?
- Name three books in stock for children about five years old costing from \$1.50 to \$2.50.
- Have you something cheaper—say—25c. or 35c. for a child of the same age?
- How do you account for juveniles that were 25c being increased to 35c?
- Does the same reason apply to 50c books being increased to 60c?
- Will they always be so in your opinion?
- What is poetry?
- Name six modern poets.
- Name a volume by each and its price.

Name six ancient poets.
 Name a volume by each and its price.
 What is prose?
 What is blank verse?
 How much is the Cambridge edition of the poets per volume?
 How many bindings?
 What is Robert W. Service's latest book?
 Name three other volumes of his poems.
 Name a few Iowa poets, their books and prices.
 Is Alan Seeger living?
 What is Kipling's latest book?
 Is James Whitcomb Riley living?
 What did he write?
 How much is each volume?
 How many editions?
 Contrast ancient poets with the modern.
 Name our greatest author, whose books are referred to as next to the Bible from a literary standpoint.
 What is biography?
 How does this differ from autobiography?
 What biographies have you in stock?
 Have you any autobiographies?
 Is there a good biography of Woodrow Wilson?
 What is the drama?
 Name five plays that you have in stock, telling briefly the story of each.
 Has Lord Dunsany a forthcoming book?
 What are art books?
 Name the different branches of art.
 Name two books on painting.
 Name two books on sculpture.
 Name two books on decoration.
 Name two books on artistic crafts.
 Name two books on antiques.
 Name two books on china.
 What is Eugenics?
 What is the latest edition of Holt's "Care and Feeding of Children"?
 Have you the purity books published in Philadelphia?
 Name the publisher and price.
 Name a good book for the prospective mother.
 Name a good book for the young bride.
 Name a good book for the young husband.
 Name a book on child training.
 Have you a medical dictionary?
 Is it a recent publication?
 Is it authentic?
 What is Domestic Science?
 Name the most popular cook book.
 What makes it so expensive?
 Is there a cheaper binding?
 Name three other cook books.
 What is the title of a cook book written by a Des Moines author?
 How much is it?
 Have you any books for catering for special occasions?
 Have you a book of instruction for waitresses?
 What book have you on systematic regulation of household duties?
 Anything on the value of foods?
 How can I eat and grow thin?
 What are theosophical books?
 Have you the H. and S. Library?
 Who publishes it and the price?
 Name a good book on Sunday School regulation.
 Name a book on the literature of the Old Testament.
 Have you a dictionary of the Bible?
 What priced Bibles have you?
 What priced Old and New Testaments have you?
 What should be the first question when a customer asks for a Bible?
 Name the difference, if any, between the King James' Version, American Standard Version and the Scofield Bible?
 What is the Apocrypha?
 Have you the Psalms?
 What is the difference between the Old and New Testament?
 Which one does the Jewish Religion believe?
 What is the Twentieth Century Testament?
 Have you the American Revised Testament?
 How does this differ from the Old and New?
 How many bindings and how much is each?
 Does a Catholic Bible differ from that used by the Protestants?
 Have you a Catholic Bible?
 Have you a Knights of Columbus Prayer Book?
 Any regimental Bibles or Testaments?
 What is Philosophy?
 Name two famous ancient philosophers.

Name two modern philosophers.
 Have you anything by Frank Crane?
 Addington Bruce?
 Arthur Brisbane?
 What is Psychology?
 Name three great psychologists.
 Have you their books?
 How much is each?
 What are travel books?
 Name six important titles in stock.
 Have you anything on Hawaii?
 Have you anything on Japan?
 Have you anything on Russia?
 Have you the Spell travel series?
 Have you the Charm travel series?
 What are the Baedeker Guide Books of travel?
 What is History?
 Name two ancient histories in stock.
 Name two modern histories in stock.
 Name two good histories of the U. S.
 What are gift books?
 Name five gift books at 50c or less that you have in stock.
 Name five gift books at \$1.
 Name five gift books at \$2.
 Name five gift books at \$3.
 Name five gift books at \$5.
 Name one gift book at \$15.
 Name two good illustrators of gift books.
 Name two books in stock in fine bindings.
 What are reference books?
 Name three important branches of reference books.
 What is a dictionary?
 What is an encyclopaedia?
 What is an atlas?
 Name various bindings and prices of dictionaries.
 Is Noah Webster's the best?
 What dictionary does G. & C. Merriam publish?
 Name latest edition and prices.
 Why the increase in price?
 Will there be a new edition soon?
 Name a very famous encyclopaedia.
 What is its latest edition?
 Will it be revised after the war?
 Name two other good encyclopaedias.
 Compare the three briefly.
 Name a good atlas.
 Who publishes it and at what price?
 Name another atlas.
 What is the latest edition?
 Have you war maps?
 Dated when?
 What foreign language books and dictionaries have you?
 Name the prices of each.
 What is meant by a book of synonyms?
 Name a dream book and its price.
 Name a book of card games.
 Is it authentic?
 Have you a good recitation book?
 Briefly outline the method of approach to a customer.
 Outline the method of greeting him.
 What do you do to make the customer like you?
 Do you rely upon your memory for patrons' names, or do you keep a note book?
 Do you know five people who would be interested in a new book by Eleanor H. Porter that you could send a copy to without a definite order?
 How many people call you by name?
 Do you ask them to come in again?
 When noting their special interest in any particular branch of literature, do you make it a point to see that they are advised of all new books, particularly appertaining to this subject?
 Do you know what Mr. A., a steady customer, is specially interested in?
 Do you know why Mrs. B., who has been a regular customer, has not been in the department within the past week?
 What method do you pursue in following up special orders?
 Can you make five suggestions for the betterment of the department in general?
 Tell what they are and how they will improve our service or increase business.

It is turn over of goods and money that makes profit. If you have a million dollar stock and sell a million dollars worth of goods a year you're losing money.—Hodgkin: "Manual of Successful Storekeeping."

ENGLISH PUBLISHER SEEKS LICENSE TO ISSUE NEW EDITION OF MEDICAL WORK BY NEUTRAL PUBLISHED IN GERMANY

THE fifth application under the Trading with the Enemy (Copyright) Act, 1916, was heard in the English Patents Court early in May by the Controller of Patents, Temple Franks, and Sir Cornelius Dalton. The case is of unusual interest because it involves the right of an English publisher who had published, by agreement with the German publisher, the third edition of a medical work by a neutral author, to publish—without the consent of the German publisher and in the face of the neutral author's express statement that he wished "to control the text of the new edition before publication"—a fifth edition issued in Germany during the war and containing additional text and cuts dealing with war surgery.

John Bale, Sons & Danielsson, Ltd., are the publishers in question and the book is Dr. de Quervain's "Spezielle Chirurgische Diagnostik," an elaborate text-book on clinical surgical diagnosis, containing special chapters on war treatment, printed by F. C. W. Vogel in Leipzig. Dr. de Quervain is a Swiss of Basle.

The English house published an English translation of the third, or 1912, edition of the work. The fifth edition had appeared in Germany in 1915. It was out of the question, Mr. H. J. Bale stated, to negotiate with the German publisher, with whom he entered into an arrangement to produce the English pre-war edition. He desired to reproduce the work with its latest amendments, its examination of problems of war surgery, and its additional 200 pages. An important feature of the new edition was its additional hundred photograph illustrations. The reviews spoke of the book as having been generally adopted as a text-book.

The gist of the hearing before the Patents Court, as reported in the *Publishers' Circular*, was as follows:

Sir Cornelius Dalton: At what price is the volume published?

Mr. Bale replied that his last edition was published at 25s. net; he was afraid he would be compelled to charge a guinea and a half for the next. He handed in his pre-war agreement with the German publisher.

The Controller: I see here at what the rights of translation are valued. As far as the plates are concerned they were supplied to you on other terms. Doesn't it seem that they are cited at a high figure?

Mr. Bale explained that the price included lithographic plates. The actual blocks were made in Germany and sent to England. For the new edition the applicants had had to make the additional plates themselves at considerable expense. By their agreement they were to be offered any future editions of the work. That should be taken into account in deciding what was the proper payment to be made for the rights of translating the new matter of the

last edition. The hundred additional blocks, he estimated, would occupy the equivalent of 75 pages. That left only 125 pages of fresh letterpress. It was desirable to publish the whole of the matter in order to bring the English edition up to date. He suggested that the royalty to be paid to the Public Trustee for the license should be at proportionate rate for the new pages with what they paid for the previous edition. It should be borne in mind, too, that with regard to the new illustrations, they had to bear the trouble and cost of producing them entirely. The electrotyping now would cost them double what they paid for the other illustrations. The whole book would have to be re-set.

The Controller said he thought the price paid by Mr. Bale for the blocks under his agreement was large.

Mr. Bale said that was because the price of their actual production was included. He proposed to deduct that from the royalty he paid on the blocks made specially in England for the new edition.

The Controller: Then the terms for the illustrations in the agreement included the cost of the mechanical production of the blocks?

Mr. Bale: The cost of the mechanical production plus the producer's profits on producing the plates.

The Controller: You were paying the Leipzig publisher the profits on the production of the plates? I see. The German publisher would wish to supply you with these because he would get his percentage of profit upon them. Well, here is another matter. I have a telegram from Professor de Quervain, a Swiss, of Basle. He says:

Professor de Quervain wishes to control the text of the new edition before publication.

DE QUERVAIN.

I do not know what he means. Did you submit your translation to Professor de Quervain last time before it was published? What do you suppose he means by wishing to control?

Mr. Bale: I do not know what he means quite, unless he means that he would like to see a copy before it is published.

The Controller: Does he mean he feels that the ownership is vested in himself?

Mr. Bale said he did not know. "I may explain," he went on, "that Professor de Quervain sent us our copy of the new edition. We could not get it from Germany. He sent us this book thru a neighbor of his who is living here in England."

Sir Cornelius Dalton: The new edition was published in Germany during the war—in 1915. That seems to be material.

The Controller: Well, we cannot force you to send your next edition to Professor de Quervain. I do not quite know what he means by controlling the text. I thought from the phrasing that probably you had submitted your last edition to him.

Mr. Bale said he did not do that.

The Controller: I suppose it is important that these things should be absolutely accurate?

Mr. Bale: The English edition is translated by a medical man. The reviews spoke highly of the way it had been translated. They said they had never seen a better translation. The work has gone into many languages.

The Controller: I must leave that matter to you then. If you like, you can communicate with him. There is no harm in communicating with Professor de Quervain and telling him what has been done. The difficulty is, we do not know whether the arrangement between de Quervain and his German publisher was the same as before. Your arrangement before was with the German publisher. No separate demands were made upon you, and how much went to de Quervain you do not know.

Mr. Bale: We knew nothing. We had no communication whatever with Professor de Quervain.

The Controller: You see in these cases of copyright it is not possible to allow any revision of royalty, and what we are concerned about is getting, as far as possible, a fair arrangement for royalty. That is why we need to go into this matter with some care and in some detail. We do not want to be unfair, particularly in a case where a neutral person like Professor de Quervain is concerned. But I think we have the facts now, and we will consider how far that suggestion of royalty of yours is sufficient. I should like to look into the terms a little further. There are, I gather, 200 additional pages—125 of letterpress and a hundred new electros occupying 75 pages. There is another point which perhaps you ought to bear in mind in this publication. We can only deal with the copyright in this country.

Mr. Bale: We quite appreciate that. The rule is the same with all our publications. If a publication is sent to America, there is no publisher there who will reproduce because of the expense.

The Controller: I suppose there would be no difficulty in introducing it into the dominions or the crown colonies?

Mr. Bale: We have agents in all the colonies.

The Controller: We cannot guarantee, of course, that you can do all this. You have to run the risk yourselves.

Mr. Bale: None of the colonies could reproduce because of the expense.

The Controller: They have their copyright in the self-governing colonies. No doubt by obtaining license here you will have copyright thruout the crown colonies, but not in the other colonies—certainly not in America. They will be dealing with their own copyrights. I think we shall certainly recommend a license in this application, because you have already had a license and there appears to be no objection to your having the other. By the agreement you are entitled to it. It is evidently in the public interest that a book of this kind should be available as soon as possible. The only concern we have is to see that as far as possible a fair payment should be made for the right. It is a little difficult here to determine

what that amount should be, because different considerations arise from those in other cases, but apparently there is something in what you say, and we will consider, upon the facts brought before us, whether the suggestion you make represents a fair royalty. We have the price you paid for the original edition. We can take a proportion of that and make a percentage deduction equivalent to the printer's profits upon the plates. A license will be recommended, and you will hear in due course as to that. In the meantime, the actual terms of the royalty will have to be looked into.

STORIES OF RARE BOOK COLLECTING.—IV

ONE ON SOTHEY'S

By FRANK M. MORRIS

It would be regarded as a "find," I presume—at least I so considered it—and it happened in the famous auction rooms of Sotheby, Wilkinson & Hodge, in Wellington Street, Strand, London, a few years since.

It was the last sale of the season. I had given the catalog a cursory "once over" without finding much of interest and had decided on the Henley races for the afternoon. But, passing near the auction rooms, something prompted me to step in for a few moments, which I did, but failed to discover any items I particularly coveted, until, about to leave, my eye caught a familiar title in a "bundle."

The auctioneers have a way of putting in bundles items of minor importance, and it was on the side of one of these I noticed a copy of Riley's "Rhymes of Childhood" in a half vellum binding, which I recognized as one of the volumes of the Scribner Japan Paper Edition. Turning over the bundle, I found nine more of the volumes. But the thrill that followed! Each of the volumes proved to be a presentation copy from Mr. Riley to Joseph Knight, the well-known English critic, each with a characteristic inscription, and each with an original verse or two.

Nervously I thrust the volumes back into the bundle, scattering them as before, and with an air of indifference I tossed the bundle back in its place. The dealers had, of course, handled the bundle but apparently not one of them had ever heard of Riley, so naturally they overlooked the inscriptions.

For fear I might betray too keen an interest in bidding at the sale I decided to leave the bid with "George," the head helper, the instructions being "to buy bundle No. —," alleging that I had no time to attend the sale.

It was a nervous two hours I spent in the neighborhood of Wellington Street. "Well, George," I inquired upon returning to the rooms, "did you buy that bundle?"

"Quite right. Thirty bob for the lot, sir." So for about seven dollars and a half, and a generous tip for George, I became the possessor of an unique item, the profit on the sale of which about covered the expenses of my trip that year.

Y. M. C. A. TO CO-OPERATE WITH AMERICAN LIBRARY ASSOCIATION IN FOUNDING MILITARY CAMP LIBRARIES

PLANS are rapidly taking shape whereby the War Council of the Young Men's Christian Association, working in co-operation with the American Library Association, will fit up camp libraries for soldiers in the training camps in this country and subsequently in the American camps abroad. The Y. M. C. A. has conducted soldier libraries in no less than forty-two of its wooden shelters on the Mexican border, with further small branches in various scattered outposts, and the proposed work with the new army is simply an extension of this work already done in Texas. The proportions of the task are increasing so rapidly, however, that the Y. M. C. A. is now definitely planning to join hands with the American Library Association. A special committee of prominent librarians is to go over the whole question in conjunction with Y. M. C. A. representatives at the coming convention of the Association in Louisville and at that time a working plan of co-operation will be drawn up. Meanwhile another committee composed of Benjamin Adams, chief of the Circulation Department of the New York Public Library, C. H. Brown, assistant librarian, Brooklyn, and Forrest B. Spaulding, chief of the Traveling Libraries division, New York, in consultation with a Y. M. C. A. representative, is engaged in the selection of books for the libraries.

The general plan, so far as it has taken shape, is for the Y. M. C. A. to act as the administrative agency, sorting, forwarding and caring for the libraries of books secured thru private individuals and organizations and thru the libraries of the country either from their own shelves or by appeal to readers in their communities. There will probably also be limited purchases of works recommended by the committee and not to be obtained thru other channels. An effort will be made by the central Y. M. C. A. organization to equalize the distribution of the books thru the camps in the various states and abroad, and in states where there are definitely organized traveling libraries, such libraries will be used in the camps. The Y. M. C. A. has already appropriated \$25,000 to carry on this work in this country and a like sum for use with the expeditionary forces. A Y. M. C. A. building is to be provided for each brigade, a unit of six or seven thousand men. This building will contain shelves for several hundred books, three small rooms where soldiers can read in quiet, and one of the five secretaries in charge of the building will look out for the library and encourage reading among the soldiers.

For some time past the Publishers' Camp Library Committee, consisting of Robert J. Shores, E. J. Clode, Eugene V. Brewster of the *Motion Picture Magazine*, Harry E. Maule of Doubleday, Page & Co., the *Illustrated Sunday Magazine*, the *Ladies' Home Journal*, C. H. Lont of Lont & Overkamp Publishing Co., Alfred A. Knopf, Mitchell Kennerley, Robert

S. Thompson of Caxton Composing Co., James Ten Broeck Bowles, and W. P. Glenney, has been sending books and magazines to the American Red Cross at the Bush Terminal in Brooklyn with the idea of supplying a book for each soldier comfort kit. The chairman of this committee reports that this committee will continue its work for the present.

TAX ON ADVERTISING TO REPLACE SECOND CLASS POSTAL INCREASE IN REVENUE BILL

FOLLOWING the informal conference on last Saturday between newspaper and periodical publishers and the Senators engaged in re-drafting the War Tax bill, it has been pretty definitely settled thru a vote of the Senate Finance Committee, from which only one member dissented, that the bill in its revised form will carry a two per cent tax on advertising in place of the increase in second class postal rates originally planned. The new plan has the endorsement of the Post Office Department.

In asking the publishers' views, Senator Simmons made it clear that the committee was determined to levy war taxes of some sort upon publishers. He suggested a combination postage and advertising tax, but the publishers protested against any change whatever in mail rates.

"Newspapers are not desirous of escaping a tax," the committee was told by Elbert H. Baker of the *Cleveland Plain Dealer*, chairman of the legislative committee of the American Newspaper Publishers Association. "But we would rather have a direct tax on advertising receipts at a fair rate than any change in the postage rate. Such a change might become permanent. All of us prefer to have the postage question handled separately from war tax legislation."

In answer to this Chairman Simmons said that "now is the psychological time to dispose of the postal rate question." He predicted an increase of second class postal rates is almost certain to come eventually and suggested that the publishers might obtain a lower rate now than if they postponed accepting it until the cost of paper became normal. Senator Penrose also said there was reasonable assurance that if the rate were fixed now it would stay and the annual agitation in Congress for increased second class postal rates would be ended.

The Curtis Publishing Company suggested a combination of the two proposed methods—a slight increase in the postal rates plus an advertising tax—but representatives of farm journals declared the postal rate increase would put a large number of them out of business and the proposal got no further.

THE ROLL OF HONOR

THE Roll of Honor printed in the PUBLISHERS' WEEKLY for June 2 listed the men in publishing houses who are in military service or awaiting war orders. A similar roster of men connected with the bookselling trade will be published June 16. Booksellers are re-

quested to send at once the names of any employees in service, together with the names of their regiments.

The following additions to the list of last week have been received:

F. S. Hoppin (Duffield), sailed June 2 as aid to Grayson Murphy, head of American Red Cross abroad.

Edward J. Clode, jr. (Clode), Signal Corps, N. J.

Edward D. Collins (Lane), Naval Militia.

John Michaels (Lane), National Guard.

CHICAGO BOOK FAIR FIELD DAY

THE Tenth Annual Field Day of the Chicago Bookmen will be held at the Hinsdale Golf Club on Tuesday, July 10. A more elaborate program has been planned than ever before. Further details will be given later.

BEST-SELLING BOOKS

ACCORDING to the *Bookman's* lists, the six books (fiction) which sold best in the order of demand during April were:

	POINTS
Mr. Britling Sees It Through. Wells. (Macmillan.) \$1.50	320
The Road to Understanding. Porter. (Houghton Mifflin.) \$1.40	288
In the Wilderness. Robert Hichens. (Stokes.) \$1.50	168
The Light in the Clearing. Bacheller. (Bobbs-Merrill.) \$1.50	144
The Lifted Veil. King. (Harper.) \$1.40.	118
Wildfire. Grey. (Harper.) \$1.35.....	85

The best-selling non-fiction was:

The Plattsburg Manual. O. O. Ellis and E. B. Garey.
Rhymes of a Red Cross Man. R. W. Service.
The Business of Farming. Wm. C. Smith.
The Pan-German Plot Unmasked. A. Chéradame.
New Ideals in Business. Ida M. Tarbell.
Woman. Vance Thompson.
An Uncensored Diary. E. D. Bullitt.
The Gardenette. Benjamin F. Albaugh.
Italy, France and Britain at War. H. G. Wells.
The New Poetry: An Anthology. H. Monroe and A. Henderson.
The First Hundred Thousand. Ian Hay.
My Second Year of the War. F. Palmer.

According to the PUBLISHERS' WEEKLY's consensus, the best-selling books (fiction) were:

	POINTS
1. Mr. Britling Sees It Through. Wells. (Macmillan.)	224
2. The Road to Understanding. Porter. (Houghton Mifflin.)	199
3. In the Wilderness. Hitchens. (Stokes.)	111
4. The Light in the Clearing. Bacheller. (Bobbs-Merrill.)	106
5. The Lifted Veil. King. (Harper.)	84
6. Wildfire. Grey. (Harper.)	54
7. The Son of Tarzan. Burroughs. (McClurg.)	39
8. Lydia of the Pines. Willsie. (Stokes.)	28
9. The Adventures of Jimmie Dale. Packard. (Doran.)	26

10. Undertow. Norris. (Doubleday, Page.)	24
11. Pip. Beith. (Houghton Mifflin.)	22
12. Piccadilly Jim. Wodehouse. (Dodd, Mead.)	20
13. Mistress Anne. Bailey. (Penn.)	19
14. Oh, Mary, Be Careful! Weston. (Lippincott.)	19
15. Greenmantle. Buchan. (Doran.)	17
16. The Thoroughbred. Webster. (Bobbs-Merrill.)	16
17. The Tiger's Coat. Dejeans. (Bobbs-Merrill.)	16
18. Changing Winds. Ervine. (Macmillan.)	16
19. Cinderella Jane. Cooke. (Doubleday, Page.)	15
20. The Sailor. Snaith. (Appleton.) ...	14

BOOK-TRADE ASSOCIATIONS

BOOKSELLERS' BOARD OF TRADE

A meeting of the Board of Trade of the American Booksellers' Association was held at the Park Avenue Hotel, New York City, Wednesday last at 12:30 noon. The out of town membership of the Board was well represented. The Board was organized for the new year by the re-election of Mr. Charles E. Butler as chairman and Mr. Keating as secretary. After discussion a number of committees were appointed to investigate certain specific phases of the problem of direct selling by publishers, these committees to report findings and appropriate recommendations at a later meeting of the Board.

TWENTY-SECOND ANNUAL REPORT OF THE BOARD OF MANAGERS OF THE NEW YORK BOOKSELLERS' LEAGUE

Altho in some respects the past year has been productive of satisfactory results, and there is in our present condition, both financial and otherwise, no reason to view the future with misgiving, nevertheless, the Board feels that the League has not made sufficient progress.

The Treasurer submits the following financial report for 1916-1917:

TREASURER'S ANNUAL REPORT, FEB., 1917

RECEIPTS	
Cash on hand, Feb., 1916.....	\$1,111.29
Received for Dues	1,177.00
Received for Dinner tickets	106.00
Received from Employment Bureau ..	5.70
Received from F. D. Lacy on acct. January dance	3.00
Received from F. D. Lacy on acct. Strand dance	10.65
	<hr/> \$2,413.64
DISBURSEMENTS	
Monthly dinners	\$1,114.25
Printing, stationery and postage	114.50
Bd. of Managers, meetings, expenses ..	62.23
Miscellaneous	225.83
Cash on hand, Feb. 1st, 1917.....	895.83
	<hr/> \$2,413.64

Our finances, tho in no sense alarming and by comparison even better than in 1915, are not as satisfactory as they were February 1st, 1916. It is apparent that this is primarily due to the increased cost of our monthly dinners. It was inevitable that ultimately the increased cost of "high living" would reach the League, and it is proper to mention that while the demands and expectations of the members in the character of our entertain-

ments have been steadily increasing, our annual dues have never varied, and also to say that when the Board, from time to time, has endeavored to increase our revenues, the members have not responded very willingly.

Our membership has decreased from 304 in 1916 to 280, altho 26 new members have joined the League, but it is pleasant to know that, at least, the retiring members have not tendered their resignations because of any dissatisfaction with the League or its activities, and the Board hopes that the members will assist the Membership Committee with an earnest effort to build up our membership.

Because of the increased cost at our former meeting place, the Board decided after careful deliberation to move to the Advertising Club for our monthly dinners, a decided improvement in so far as the Club afforded comfortable meeting rooms for the members before the dinner, but with a high average attendance, the dining room proved inadequate. The continued indifference of many members to advise our hard-working Treasurer of their intention to attend added to the difficulties of the Seating Committee, and, as the Committee has frequently pointed out, this also results in injustice to those who notify the Treasurer in advance of their coming.

While war talks predominated at the dinners, the Entertainment Committee secured ample variety in the program of after dinner talks. Captain Robert A. Bartlett spoke at the October dinner on "The Last Voyage of the Karluk." The guests in November were Leslie Buswell, whose subject was "The American Ambulance Service in France," and Walter Prichard Eaton who spoke on "The Commercialization of American Literature." At the January dinner Dr. John W. Churchman spoke on "The Treatment of the French Wounded," J. A. Picard on "Trench Life" and Maurice Slog was the final speaker of the evening.

To celebrate Ladies' Night properly, the Aldine Association was chosen for this event. The speakers of the evening were Mrs. Julia R. Tutwiler and Miss Suzanne E. Throop. A dancing contest closed the festivities.

John Cowper Powys spoke at the March dinner and his address, "What's the Use of Best Sellers," was thoroly enjoyed; on this occasion the League also had as its guest John R. Anderson, who has rounded out sixty years in the book-trade.

A well attended Field Day on Saturday, June 24th, reflected great credit on an enterprising committee. The day and its doings were chronicled at length in the PUBLISHERS' WEEKLY, and the *Bookseller, Newsdealer & Stationer*, and to these organs the League is again indebted for the liberal use of their columns in giving publicity to the League's doings.

Because of the necessity for larger quarters, the Board has decided to transfer our dinners to an old home of the League, the Aldine Association, where, as experienced on Ladies' Night, we shall find ample and comfortable assembly rooms, and rooms large enough to

seat both announced and "unannounced" dinners comfortably. The Board hopes that this may be an additional incentive to the members to work for an increased membership and to support the League loyally in its social and other activities.

Mr. Schulte submits the following statistical report of the Employment Bureau:

FINANCIAL STATEMENT OF THE EMPLOYMENT BUREAU FOR THE YEAR ENDING FEB. 1ST, 1917	
Receipts from fees	\$11.60
Payments, Postage	\$2.15
Check to Treasurer of Booksellers' League	9.45
	—\$11.60

Only those who have had occasion to seek employment thru the Bureau, and those who have applied there for assistants, have any idea of the work entailed in conducting this useful branch of our organization, and we hope that, while it may remain the good fortune of our members not to require the Bureau's assistance, they will not fail to remind less fortunate members of the trade of our desire to assist them when searching for employment and thereby increase its value as an employment exchange for the book-trade.

The School Committee has been active in arranging lectures and otherwise trying to stimulate the interest of our members and the book-trade in general in our profession.

In April, 1916, as guests of the Funk & Wagnalls Company, the League visited the manufacturing plant of the *Literary Digest* and saw a great magazine in process of manufacture.

On Tuesday evening, February 27, 1917, at Brentano's, Thomas Seltzer delivered a lecture on Russian authors and Russian literature, and a special exhibition of Russian literature in English translations was arranged for the benefit of those attending.

The School Committee was authorized to offer a series of prizes for the best papers by booksellers on subjects selected by the Committee. The competition was open to booksellers generally, the topics selected and the conditions of the contest were advertised in the PUBLISHERS' WEEKLY and the *Bookseller, Newsdealer & Stationer*, and recorded in the news columns of those journals. Judging by the number of papers received, the Committee is led to believe that either the prizes were not sufficiently attractive, the topics selected were not worthy of consideration, or that the members of the trade did not care to scatter valuable information broadcast.

The Chairman of the School Committee reports on the Booksellers' School as follows:

"The principal effort of the Committee on the Booksellers' School has been expended on the course under the auspices of the West Side Y. M. C. A. Forty lectures have been given on twenty evenings to a group consisting mainly of assistants in retail bookstores. Half the time was devoted to a survey of the history of literature under the leadership of Mr. Van Wyck Brooks, well known as an author, critic and editor, and H. W. L. Dana,

instructor in Comparative Literature in Columbia University. The remainder was occupied by lecturers who dealt with some of the many subjects essential to a bookseller—such topics as classification and arrangement of stock; the daily routine of a bookstore; the decimal system; second-hand and rare book business; the psychology of salesmanship; use of trade catalogs and bibliographies and short cuts for book hunters; book manufacture and its details, besides general discussions of methods to be pursued in the retail store. The speakers, in addition to those previously named, included J. B. Kerfoot of *Life*, L. S. Friedland of C. C. N. Y., E. B. Callahan, Temple Scott, Fremont Rider, E. Byrne Hackett, Glen Parker, Ernest Eisele and B. W. Huebsch.

The best that can be said of the response to the opportunity offered by this course is that a small group realized its value and attended sedulously. The Committee seriously questions the feasibility of continuing work on the same lines in the face of the lethargy of the trade, except for some earnest but scattered supporters. On the whole, the interest manifested in other parts of the country and in foreign lands, as a result of the publicity given to the course thru trade and other papers, has been proportionately greater than that displayed by the New Yorkers to whose very doors the opportunity was brought. In order to give such outsiders the benefit of the experiment growing out of the New York work of several years, the Director of the course has considered the preparation of a manual of bookselling, or a series of correspondence lessons, but it is not likely that either plan can be adopted until leisure offers for the deeper study of the problems and the preparation of the work.

Activities outside the Y. M. C. A. course included five lectures on various phases of bookselling, given by Mr. Huebsch before the Library School at Chautauqua, New York, in the summer of 1916, and an address by him on the Relation of the Bookstore to the Community, delivered before the classes in Literature and Bookselling at the William Penn High School, Philadelphia, on February 21, 1917.

Until the American book-trade becomes aware of the importance of thoro preliminary training for its vocation, this Committee will be swimming against the tide. A trained personnel is essential to an efficient book-trade. There are opportunities on every side, without persons to take advantage of them. Competent retail booksellers will find little difficulty in securing capital with which to embark in business, but it would be futile for untrained men and women to seek financial backing. The Educational problem should have the deepest and best consideration of the trade; the Committee is confident that it excels all others in importance."

The Secretary takes particular pleasure in recording the invitation of the Philadelphia Booksellers' Association extended to the members of the Board to join the members of that

Association at their January dinner. The day will always remain a pleasant memory because of the genuine hospitality of our hosts.

During the past years, the character of our monthly meetings has not materially changed; possibly some innovations would be welcome. The Board has repeatedly asked for suggestions and advice regarding our entertainments as well as the more serious side of our work, but criticism to be helpful must be suggestive or rather constructive.

At the first "Smoker" of the League the President, welcoming the company, said:

"It is hoped that the social features of the League will ever be prominent, but we believe it is only by work of permanent value and of general interest to the trade that the Society can insure to itself a long and useful career. . . . It remains for the members of the respective trades and professions in whose interest the League was organized to give the movement their cordial support."

This was in 1895—it is equally true to-day.

Respectfully submitted,

A. WESSELS, *Secretary.*

COMMUNICATIONS

A SUGGESTED ECONOMY FOR PUBLISHERS OF TEXTBOOKS

Boston, Mass.

Editor of THE PUBLISHERS' WEEKLY:

SINCE we are of the dwarf garden variety of business we have not a detailed knowledge of the way big business keeps its accounts. We do not know whether one grand total is made of the cost of the free sample books sent out to schools and teachers in the course of a year, or whether the terrors of this total are veiled behind charges to the accounts of individual titles.

In either case, the cost is there, and not merely the cost but the available supply of paper, etc., that goes into such books.

Now that national economy is necessary, is not here an opportunity for real conservation? I have never talked with a publisher on this subject who believed that the practice had any basis of right dealing; but almost all end a discussion of the subject with the general claim "You have to do it. Everybody does."

The system is undemocratic: there is inevitably a tendency to play favorites either with authors on one hand, or with certain classes of teachers on the other. It is a system that inclines to lead one away from the paths of strict truthfulness, if he wants to make exceptions. It has had an unfortunate effect on the very class of persons it was to help, since it has given to many teachers false ideas of economic procedure. It is, however, strongly entrenched.

Fortunately the present times have taught us that if guns are heavy enough trenches must go. Reason, economy and right are heavy guns, and the removal of an admittedly wrong practice is worth some incidental smashing. Of course one would never want to destroy the privilege of free examination, which is not only fair but necessary at the present ridiculous salaries paid to teachers.

When the first railroad was opened it is said that an Indian lassoed the smokestack of the first engine that passed him. A cow puncher standing by remarked to the passing Indian, "I like your pluck but I'm condemned if I like your judgment." That is the attitude of many publishers toward our attempt to live up to our theories of what is sound business. Sometimes we agree with them; sometimes we remember modest little David and his stones, and we think we'll have our sling.

MARY BARROWS, *Whitcomb & Barrows*.

OBITUARY NOTES

RUDOLPH C. STOLLE, for more than thirty years with Charles Scribner's Sons, the last twenty years as traveler, died at the New York Hospital on June 1st, following a serious surgical operation. He was in his fifty-first year and leaves a wife and four children.

PERSONAL NOTES

WILLIAM WATSON, the English poet, was made a knight by King George in his annual birthday honor list.

REX BEACH, accompanied by several friends, has left for the Grand Canyon. They intend to strike into the wilds.

PRESIDENT MACAULEY of the American Booksellers' Association attended the meeting of the Board of Trade in New York this week and also held conferences on the formation of the new committee on bookselling education and on the revision of the constitution of the Association.

PERIODICAL NOTES

H. ALFRED FOWLER has announced the discontinuance of *The Quarterly Notebook*, the little magazine for booklovers published in Kansas City, "until the Huns' account with civilization is settled."

THE *Touchstone*, successor to the *Craftsman*, made its appearance in May. It is edited by the *Craftsman* staff and includes articles on home building, home making, art, drama, music, fiction, poetry, criticism, essays, etc., in its pages. It is handsomely illustrated in duotone, printed with wide margins, in large, clear type on fine quality paper. The *Touchstone* is published from 118 E. 30th Street.

LITERARY AND TRADE NOTES

JOHN MURRAY is bringing out a shilling edition of "Michael O'Halloran" in England similar to the very successful cheap editions of "Laddie" and "Freckles."

THE PUBLISHERS' ASSOCIATION of France has voted to add two per cent to all bills to cover increased transportation costs. Foreign shipments will be billed at full cost when they exceed two per cent.

THE FREDERICK A. STOKES Co. have just brought out a new edition of Loring Underwood's "A Garden Diary and Country Home Guide" which has been out of print for several months.

LIPPINCOTT HAS just published "The Soldiers' English and French Conversation Book," a specially compiled pocket manual including only those words and phrases likely to be of use to the soldier.

G. E. STECHERT & Co. report that shipments of nearly one hundred boxes and bales of German periodicals consigned to them and detained in Rotterdam since April, have been released and are expected within a few weeks.

"WHERE YOUR TREASURE IS," Holman Day's new novel (Harper), will be ready June 21. A salt water story of a hunt for sunken treasure in the Pacific, quite outside the pale of war, this book should make diverting summer reading.

A NEW PUBLISHING HOUSE, the Liberty Publishing Association, 110 West 40th Street, N. Y., announces its first publication "Sainte Séductre" by Exile X, a story of Belgian deportation camps with an introduction discussing at length the German National Ego.

C. S. HAMMOND & Co. announce for immediate publication "Aircraft of All Nations" edited by Henry Woodhouse, an album of photographs showing aeroplanes of every description and nationality; and a complete war map, with index, of the Western Front on the scale of 10 miles to the inch.

A. J. MUNSON & Co., of Chicago, have ready a new book for the world of four rubber tires and a "honk." "The Story of the Automobile" is an account of the history and physiology of the automobile, by H. L. Barber. The trade is supplied thru McClurg and Baker & Taylor.

THE GOOD HEALTH PUBLISHING Co. of Battle Creek has just published "How to Cut Food Costs" by Lenna Francis Cooper, author of the "New Cookery," a clear-cut, practical guide to those who really want to reduce their living expenses without making life miserable in the process.

ACCORDING TO THE *English Illustrated Official Journal (Patents)*, the application of Edward Arnold, the English publisher, for license to publish an English translation of "The Kriegstagebuch U 202" by Frieheerr von Spiegel, "is not being proceeded with." The hearing on this case was quoted at some length in the PUBLISHERS' WEEKLY for March 3.

A LITTLE book for the person who prefers cooking even in cramped quarters to sitting about a boarding house table is "Kitchenette Cookery" by Anna Merritt East, published by Little, Brown & Co. It tells what and how to buy for a family of one or two and how to care for materials and utensils in a limited space.

EDITH WHARTON'S new novel, "Summer," to be published by Appleton on July 29, is the story of a librarian in a small and gossipy village who hungers for romance—and finds it with a vengeance! The author's keen delineation of village types against their neutral background is said to shine here with no less brilliance and zest than in her earlier portrait of Mme. de Treymes.

THE SUBTITLE of Rev. John Neville Figgis' "The Will to Freedom" just published by Charles Scribner's Sons is "The Gospel of Nietzsche and the Gospel of Christ." After a discriminating discussion of Nietzsche which tells the story of his life and summarizes his message, Dr. Figgis contrasts it with Christianity, and in this light estimates its value and significance.

THE FIRST VOLUME of the "Journal" of Leo Tolstoy to appear in English is announced for publication in the near future by Alfred A. Knopf. It will cover the four years from 1895 to 1899 and will afford a mirror of Tolstoy's inmost self and of his ideas upon some of the most important public and private questions of life during a time when he was passing thru a great inner crisis.

"THE RESERVE OFFICERS' HANDBOOK" by Captain S. J. Sutherland, originally announced by Houghton Mifflin for June 2, has been postponed until June 15. For the past several months Captain Sutherland has been detailed to different points in the Eastern Department giving lectures to applicants for Reserve Officers' Commissions. He has also been on the Examining Board.

MORE "WAR STUFF"! And this one, "Over the Top" by Arthur Guy Empey, published June 8 by Putnam's, is the "real thing," too. Like Alan Seeger and James R. McConnell, Empey fought for America in France, but happily Empey is still alive, after a year and a half of it—tho he has had the experience of lying wounded for days in No Man's Land and his body bears seven real live "Boche" scars.

WILLIAM STANLEY BRAITHWAITE institutes a new treatment for anthologies in "The Poetic Year for 1916" published this week by Small, Maynard & Co. Four friends, under Mr. Braithwaite's leadership in the setting of a grove in the foothills of the White Mountains, discuss the merits of free verse, the poetic tendencies of the day, and the work of contemporary poets. They support their contentions by liberal quotation.

ANOTHER NEW PUBLISHING HOUSE which has opened its doors to meet the increasing demand for military literature is the National Military Publishing Co., 1919 Broadway, N. Y. The first three books on its list are: "The New Manual of Bayonet Training," "The New Manual of Physical Training," both compiled in accordance with the regulations adopted by the New Allied Armies, and "An Aviator's Field Book" translated from the German reports of Capt. Herman Boelcke by Robert Reynold Hirsch.

PAPER COVERS FOR BOOKS are foreshadowed in a circular issued recently by the English Publishers' Association calling attention to the high prices and shortage of printing paper and straw board used in bookbinding. In this connection, a representative of the John Lane Co. said recently to a *Daily Mail* interviewer: "Paper covers will certainly come. It is equally certain that before long books will be

printed on the best quality of newspaper instead of on the present rough book paper, which is now practically unobtainable."

MORE THAN ONE HUNDRED of the women book clerks of Paris were present at the opening lecture in the ten week course in bookselling now being conducted by the Cercle de la Librairie. The opening lecture, as announced in the prospectus of the course in the PUBLISHERS' WEEKLY of last week, dealt with the history of the book, covering the early methods and materials for writing, printing from wooden blocks, the invention of moveable types and the development of printing in recent years.

MANY GROWN-UPS will never forget the joy they derived from the first reading of the adventures of "Beany," "Plupy" and "Chick" Chickering—he who got the prize for which Beany had his speech of acceptance all ready—in Judge Shute's "Real Diary of a Real Boy," and now that a fresh generation of "Beanys" and "Plupys" have come along many of them, especially fond uncles, will doubtless consider it almost a privilege to pass on such an old friend to new "real boys." A new, inexpensive edition of the "Diary" has just been published by the Reilly & Britton Co.

"TRENCH WARFARE" by J. S. Smith, one of the first books—if not actually the first book—on the technique of modern trench warfare published in the United States, was brought out last week by E. P. Dutton & Co. The author is an American, second lieutenant with the British expeditionary force in Flanders. Prospective soldiers will be vitally interested in the information the book contains on the technical details of building, holding and taking trenches, the various types of trench revetments, the dimensions and construction of dugouts, how bombing squads are organized and trained, and hundreds of other important items that men and officers must know.

SOME ONE HAS said that history is going to be taught more and more thru biography, rather than thru text-books. Certainly the authorized biography of James J. Hill, the great "empire builder and home maker," written by Joseph Gilpin Pyle and just published by Doubleday, Page & Co. in two volumes, should make fascinating reading for those who take their history via the biography route. "Make it plain and simple and true" were the instructions Mr. Hill gave his biographer and this request has been faithfully carried out. It is the story of the long years of hard work that preceded the great dramatic *coup* of Hill's life, of his early days in a log cabin on the frontier, his life as a shipping clerk in St. Paul when Minnesota's first shipment of flour passed thru his hands, of his ambition at one time to amass a fortune of one hundred thousand dollars, up to the time when he was the colossal figure of the railroad world.

A COUNTERVAILING DUTY will be collected on printing paper values above five cents per pound when imported from Italy, according to a customs ruling issued by the Treasury De-

partment on June 4. "The Department has received from the Department of State," the announcement reads, "a translation of a portion of a decree published by the Italian Government in the *Gazzetta Ufficiale* of September 4, 1916, and a consular report thereon from which it appears that an export charge on printing paper in the amount of 1.74 lire per quintal of 220.46 pounds, payable not in gold, but in paper lire, or silver, without regard to its gold value, is imposed by that Government in the form of a 'tax on permission to export.' Collectors are, therefore, hereby instructed that additional duty equal to this export charge should be collected under the provisions of paragraph 322 of the tariff act of October 3, 1913, as amended by section 600 of the revenue act approved September 8, 1916, on all printing paper valued above five cents per pound when imported either directly or indirectly from Italy."

THE PULITZER PRIZES IN JOURNALISM AND LETTERS were announced by the Columbia University Trustees at the annual Commencement exercises this week. The juries for the prizes in journalism were composed of members of the teaching staff of the School of Journalism, while the juries for the prizes in letters were appointed by the American Academy of Arts and Letters from the membership of the academy and from that of the National Institute of Arts and Letters. The prize of \$2000 for the best book of the year on the history of the United States was awarded to J. J. Jusserand, the French Ambassador, for "With Americans of Past and Present Days" (Scribner) which has figured conspicuously in the lists of best selling non-fiction of the past year. The \$1000 prize for the best American biography teaching patriotic and unselfish service was bestowed on Laura E. Richards and Maude Howe Elliott for "Julia Ward Howe" (Houghton Mifflin). The \$1000 prize for the best example of a reporter's work during the year was awarded to Herbert Bayard Swope of the New York *World* for his articles on the internal situation in the German Empire, printed in the *World* during October and November, 1916, and published in book form by Century Co. The prize of \$500 for the best editorial article written during the year was awarded to the New York *Tribune* for the editorial on the first anniversary of the sinking of the Lusitania, published May 7, 1917. The editorial was written by Frank H. Simonds.

THE CASE IN defense of Greek was strongly presented in a score of addresses by educators, scientists, public men, journalists, and business men at a well attended meeting of classical scholars and educators at Princeton University on last Saturday. The gathering was provoked by recent attacks made on Greek and Latin in the schools, culminating in the establishment by the Rockefeller General Education Board and the Teachers College of Columbia University of the Lincoln School, which is to open next Fall and which will exemplify the ideas of Dr. Abraham Flexner on scientific education of a

more utilitarian tendency. Among the speakers were: Senator Lodge; Charles R. Miller, editor of the New York *Times*; Edward P. Mitchell, editor of the New York *Sun*; H. H. Donaldson, Professor of Neurology at the Wistar Institute and President of the Association of American Anatomists; Charles H. Herty, Past President of the American Chemical Society and editor of the *Journal of Industrial and Chemical Engineering*; Lewis Buckley Stillwell, Past President of the American Institute of Electrical Engineers; Professor Henry W. Farnam of Yale, Past President of the American Economic Association; and Alba B. Johnson, President of the Baldwin Locomotive Works. Messages were read from President Wilson, Theodore Roosevelt, Elihu Root, Robert Lansing, ex-President Taft, Lord Bryce and Fairfax Harrison, president of the Southern Railway. The addresses at the conference, with a collection of 250 opinions from men eminent in all activities, will be published by the Princeton University Press in the fall. Of interest in this connection and at this time when H. G. Wells and others are throwing dust in the face of "classical Oxford" in England is the elaborate though brief essay by Lord Bryce on the worth of ancient literature to the modern world, presented to the Classical Association as a presidential address early this year and reprinted in the *Fortnightly*.

BUSINESS NOTES

ASBURY PARK, N. J.—Borden's Stationery Store, for the past 25 years at Bond and Mattison Avenues, has moved to 719 Mattison Avenue.

BROOKLYN, N. Y.—The Burnham Book Shop has discontinued business, and the Davis Bookstore, 47 Vesey St., New York, has bought all the stock and fixtures.

MARQUETTE, MICH.—Bigelow & Co. are reported to have gone out of business.

BIBLIOGRAPHICAL NOTES

CATALOGS OF NEW AND SECOND-HAND BOOKS

Franklin Bookshop, Phila., Pa., 920 Walnut St. Catalog: Economics, biology, new and old books, and other literature [etc.]. (No. 37; 1026 titles.)

Maggs Bros., London, W. C., Eng., 109 Strand. Catalog: books relating to the British Islands heraldry and family history, voyages and travels and botany. (No. 355; 1643 titles.)

—Catalog: Rare books and manuscripts, armorial and other bindings, association items. (No. 356; 324 items.)

Martinus Nijhoff, La Haye, Lange Voorhout 9. Catalog: Choix d'ouvrages sur le catholicisme et les catholiques. (No. 420; 2584 titles.)

George D. Smith, New York, 547 Fifth Ave., 70 Wall St. Catalog of rare books, broadsides and pamphlets relating to America. (471 titles.)

James Tregaskis, London, W. C., Eng., 66 Great Russell St. Caxton Head Catalog: rare and interesting books. (No. 791; 467 titles.)

Weekly Record of New Publications

The entry is transcribed from title page when the book is sent by publisher for record. Books received, unless of minor importance, are given descriptive annotation. Prices are added except when not supplied by publisher or obtainable only on specific request. Where not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in brackets] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date; otherwise simply "c."

No ascertainable date is designated thus: [n.d.]

A colon after initial designates the most usual given name, as: A: Augustus; B: Benjamin; C: Charles; D: David; E: Edward; F: Frederick; G: George; H: Henry; I: Isaac; J: John; L: Louis; N: Nicholas; P: Peter; R: Richard; S: Samuel; T: Thomas; W: William.

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Fe. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow. For books not received sizes are given in numerals, 4°, 8°, etc.

Aldrich, T: Bailey. An old town by the sea. [Visitor's ed.] Bost., Houghton Mifflin. [n. d.] c. '93-'17 128 p. il. pls. D \$1.25 n.

Archer, W., comp. Gems (?) of German thought. Garden City, N. Y., Doubleday, Page. c. 9+264 p. D \$1.25 n.

Collection of "Kultur" texts in the words of Germany's leading publicists, professors, and clerics.

Ashe, Sidney Whitmore. Organization in accident prevention. N. Y., McGraw-Hill. 130 p. il. 8° \$1.50 n.

Austin, Stephen Finis. Principles of drama-therapy; a handbook for dramatists, dealing with the possibilities of suggestion and the mass mind. N. Y. [F. Shay] c. 11+130 p. diagrs. 12° \$1.25

Applies some dictates of modern psychology and philosophy to an ideal development of the drama.

Barnard, Fs. Pierrepont. The casting-counter and the counting board; a chapter in the history of numismatics and early arithmetic. N. Y., Oxford Univ. 358 p. il. pls. 4° \$25.25 n.

Barnum, R: Lightfoot, the leaping goat; his many adventures; il. by Wa. S. Rogers. N. Y., Barse & Hopkins. [c. '17] 126 p. pls. D (Kneetime animal stories) 50 c.

Tinkle, the trick pony; his many adventures; il. by Wa. S. Rogers. N. Y., Barse & Hopkins. [c. '17] 126 p. pls. D (Kneetime animal stories) 50 c.

Stories for children from 4 to 9 years old.

Benjamin, Asher. A reprint of The country builder's assistant, The American builder's companion, The rudiments of architecture, The practical house carpenter, Practice of architecture; pls. and text selected and ed. by Aymar Embury II. N. Y., Architectural Bk. Pub. c. 10+169 p. plans f° \$12.50

Blunt, Alfr. Wa. Fk. The faith of the Catholic Church. N. Y., Oxford Univ. 4+90 p. 8° pap. 40 c. n.

Bolles, Fk. At the North of Bearcamp Water; chronicles of a stroller in New England from July to December. [Visitor's ed.] Bost., Houghton Mifflin. [n. d.] c. '93-'17 297 p. il. pls. D \$1.50 n.

Bowen's automobile and sportsmen's guide for Indiana; containing separate maps of each county; showing section, township and range lines, steam and electric lines and all public highways, improved roads shown in colors; also population of counties, townships, incorporated cities and towns and table of distances. [New ed.] Indianapolis,

B. F. Bowen & Co. [711 Occidental Bldg.] c. 209 p. col. maps forms fold. plan fold. tab. O \$3

Boynton, H: Delano. The capitols of the South. [Wash., D. C., The author, 1233 B St. S. E.] [c. '17] 31 p. il. (part col.) f° 50 c. n.

Bridges, Rob. Ibant obscuri; an experiment in the classical hexameter. N. Y., Oxford Univ. 158 p. 8° \$5 n.

Bryant, Mrs. Lorinda Munson. American pictures and their painters. N. Y., J: Lane. c. 307 p. il. pls. O \$3 n.

Sequel in a sense to author's "What pictures to see in America." Gives a high and just rank to the work of Americans. Material is up to date; and the fact that the illustrations are also, adds to its value, and gives pleasure in seeing current good work in its place with its predecessors.

Brooklyn Institute of Arts and Sciences. Museum. Early American paintings; catalogue of an exhibition held in the museum February 3d to March 12th, 1917. [Brooklyn, N. Y., The institute.] [c. '17] 25+134 p. il. pls. 4°

Brunt, D: The combination of observations. [N. Y., Putnam.] 10+219 p. charts tabs. O \$2.50 n.

Treatise on the method of least squares.

Burd, Charlotte. The silent hour. N. Y., Barse & Hopkins. [c. '17] 285 p. O \$1.50 n. Writes of "how to use one's still half secret vital principles of physical, mental, moral, and spiritual development."

Caesar, Caius Julius. Caesar's Campaigns in Britain, de Bello Gallico commentarii Quartus (xx-xxxviii) et Quintus; ed. by T. Rice Holmes; with a vocabulary comp. by G. G. Loane. N. Y., Oxford Univ. 160 p. il. maps 8° 50 c. n.

Camp, Wadsworth. War's dark frame. N. Y., Dodd, Mead. c. 263 p. pls. D \$1.35 n.

Describes war in terms of individuals rather than of nations, and gives a picture of its many phases in the trenches and in the invaded towns of France.

Caspari, Karl Heinrich. The schoolmaster and his son; a narrative of the Thirty Years' War; tr. from the 3d ed. of the original German; il. by Jessie Gillespie. Phil., Lutheran Publication Soc. [16] 216 p. front. 12° 40 c. n.

Cheley, Fk. Hobart. The boy scout trail blazers; or, scouting for Uncle Sam on the Pike National Forest; il. by C: L. Wrenn. Published with the approval of the Boy Scouts of America. N. Y., Barse & Hopkins. [c. '17] 246 p. pls. D (Boy scout life ser.) 75 c.

Chevillon, André Louis. England and the war (1914-1915); with a preface by Rudyard Kipling. Garden City, N. Y., Doubleday, Page. c. 21+250 p. O \$1.60 n.

Articles from the *Revue de Paris* about England's effort and life in the first year of the war. Shows why this was an essential and crucial period, while she awoke to her national peril and laid aside many class and party traditions. Thinks that England's psychology now is much the same as that of the other great belligerents: the will is formed, the methods are to be perfected.

Churchill, G. T. Churchill shorthand and shorthand typing; a system of lightline shorthand which may be written with either a pen or on a typewriter. Chicago Heights, Ill. [The author] [c. '17] 117 p. 12° \$2

Cody, W. Fk. [Buffalo Bill] Buffalo Bill's own story of his life and deeds; this autobiography tells in his own graphic words the wonderful story of his heroic career; his autobiography is brought up to date, including a full account of his death and burial, written by his boy-hood chum and life-long friend, W: Lightfoot Visscher; the whole comprising an authentic history of many incidents inseparably interwoven with the exploration, settlement and development of the great Western plains; il. with rare engravings and photographs. [Memorial ed.] [Chic., Homewood Press.] [c. '17] 13+352 p. pls. por. 8° \$1.50

Coffin, C. Emmet. The gist of auction bridge; a concise guide to the scientific game with suggestions for good form; to which is added the complete code of the laws of auction as recently revised by the Whist Club of New York. Chic., McClurg. c. 147 p. S \$1 n.

Manual of the game, presenting, in an easily understood form, the system of play followed by expert players and leading authorities.

Crump, Irving. The boy scout fire fighters; il. by C: L. Wrenn. Published with the approval of the Boy Scouts of America. N. Y., Barse & Hopkins. [c. '17] 249 p. pls. D (Boy scout life ser.) 75 c.

Curry, Wa. Clyde. The Middle English ideal of personal beauty; as found in the metrical romances, chronicles, and legends of the XIII, XIV, and XV centuries. [Nashville, Tenn., The author, care Vanderbilt Univ.] '16 12+127 p. (6 p. bibl.) O pap. \$1

Dean, Bashford. A bibliography of fishes; enl. and ed. by C: Rochester Eastman. N. Y., Am. Mus. of Natural Hist. '16 718 p. 8° pap. \$5.50

Droste, C. L. Germany's Golgotha; a reply to Owen Wister's Pentecost of calamity; with introd. by Yandell Henderson. N. Y., German Univ. League, 225 Fifth Ave. [n.d.] 143 p. D pap. 60 c.

Holds that all progressive Americans should be pro-German, as Germany has a much more democratic government and ideals than has "the greed-loving United States."

Eaton, Seymour [Paul Piper, pseud.]. The traveling bears in fairyland; their travels and adventures; il. by V. Floyd Campbell. N. Y., Barse & Hopkins. [c. '08-'17] 62 p. col. front. Q bds. 40 c.
Formerly published by E. Stern & Co.

Ellms, Jos. Wilton. Water purification. N. Y., McGraw-Hill. 485 p. il. 8° \$5 n.

Epictetus. The discourses; and Manual; together with fragments of his writings; tr. with introd. and notes by P. E. Matheson. 2 v. N. Y., Oxford Univ. 246; 280 p. 8° ea. \$1.50 n.

Evans, Lawton Bryan, comp. and ed. Worth while stories for every day. Springfield, Mass., M. Bradley Co. c. 13+424 p. 8° \$1.50

Farm houses, manor houses, minor chateaux and small churches, from the eleventh to the sixteenth centuries, in Normandy, Brittany and other parts of France; with a preface by Ralph Adams Cram. N. Y., Architectural Bk. Pub. [c. '17] 5 l.+94 pls. 4° \$10

Farnol, Jeffery. The definite object; a romance of New York; with front. by F. Vaux Wilson. Bost., Little, Brown. c. 7+363 p. D \$1.50 n.

A young American millionaire, Geoffrey Ravenslee, skilled as an amateur boxer and automobile racer, is weary of living without an object in life. To his home up the Hudson comes a burglar who is caught by Ravenslee. Seeing the opportunity for adventure, Ravenslee agrees not to turn "Spike" over to the police, but accompanies him home to Hell's Kitchen. Here he meets many people; among them Spike's half-sister, Hermione, needle expert and good angel of the neighborhood. Adventure on adventure follows, described in high spirits, until Ravenslee wins and makes secure what he most values in life.

Forbes, Nevill, ed. Third Russian book: extracts from Aksakov, Grigorovich, Herzen, Saltykov; accented and ed. with full notes and complete vocabulary. N. Y., Oxford Univ. 12+192 p. D \$1 n.

Fortier, S. Use of water in irrigation. 2d ed. N. Y., McGraw-Hill. '16 c. 16+325 p. il. pls. diagrs. 8° (Agricultural engineering ser.) \$2 n.

Franc-Nohain [pseud. for Maurice Le Grand] and Delay, Paul. Paris menacé, Paris sauvé; extraits de l'histoire anecdotique de la guerre; ed. by G. H. Clarke. N. Y., Oxford Univ. 48 p. f° 20 c. n.

Free, Montague. Flowers of winter, indoors and out. Garden City, N. Y., Doubleday, Page. c. 206 p. Ff (Pocket garden lib.) \$1.25 n. bxd.

Popular guides to the flowers of the cultivated garden, grouped by seasons.

Freeman, C. E., and Lowe, W. D., eds. A Greek reader for schools; adapted from Aesop, Herodotus, Thucydides, Xenophon, Plato; ed. with introd., notes, and vocabularies. N. Y., Oxford Univ. 4+142 p. 8° 85 c. n.

Gifford, E. Winslow. Mjwok myths. Berkeley, Cal., Univ. of Cal. 283-338 p. por. Q (Pubs. in American archaeology and ethnology) pap. 55 c.

Graham's first dictation; comprising business letters, addresses, legal, electrical, automobile and aviation terms and names of important cities written in Graham's standard phonography; designed to accompany and follow the text, Graham's business short-

- hand. 3d ed., rev. and enl. N. Y., A. J. Graham & Co. [1133 Broadway] c. 128 p. obl. 12° 50 c.; key 25 c.
- Grolier Club, New York.** A catalogue of books in first editions selected to illustrate the history of English prose fiction from 1485 to 1870; New York, exhibited by the Grolier Club, April 12 to May 5, 1917. [N. Y., The club.] 9+149 p. (24 p. bibl.) 12° (members only)
- Hallock, Mrs. Ella B.** First lessons in physiology; ed. by C. B. Gilbert. N. Y., A. S. Barnes Co. [c. '16] 13+223 p. il. 12° 40 c.
- Harris, Ja. Rendel.** The origin of the prologue to St. John's Gospel. [N. Y., Putnam.] 6+65 p. O \$1.25 n.
Study of the opening words of the Fourth Gospel, their exact meaning, whether they are of apostolic inspiration, and their part in Christology.
- Harvard University. Harvard Law School Assn.** Ezra Ripley Thayer; an estimate of his work as dean of the Harvard Law School; a sketch of his life and reprints of certain of his writings. Cambridge, Mass., The association. '16 103 p. por. 8°
- Hazlitt, W.** Characters of Shakespeare's plays; with an introd. by Sir Arth. Quiller-Couch. N. Y., Oxford Univ. n. d. 40+287 p. S (World's classics) 45 c. n.; mor. 75 c. n.
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The Rider Press, Inc., 241 W. 37th St., New York. "Edition printers to publishers." Printers of the PUBLISHERS' WEEKLY and specialists on catalog and bibliographical work. Let us estimate for you.

INDEXING

C. H. Denison's Index, also flat indexing and gold Lettering. D. T. S. Denison, 40 E. 22nd St., N. Y.

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Ephraim Adams & Co., Inc., 287 and 293 Congress St., Boston, Mass. Orders solicited for binding School Books, Directories, Town Reports, etc., Cloth and Leather Binding in all varieties. Large Facilities.

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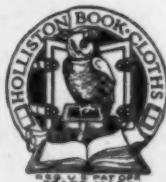
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C. F. Heartman, 36 Lexington Ave., New York.

DIARIES

B. W. Huebsch, 255 Fifth Ave., New York. Annual and Perpetual YEAR BOOKS. A popular diary.

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Wayne Publishing Co., Inc., 153 W. 44th St., New York. The Gentlest Giant, children poems, Anna Bird Stewart, Dugald Stewart Walker, illustrator. Real literature; splendid birthday gift. \$1 net. Sure sale co-operative plan; write to-day.

DIRECTORIES FOR THE BOOK TRADE

Directory of Booksellers (3,200) in U. S. and Canada. Directory of Book Publishers in the U. S.; a list of 2,100 Private Collectors of Books, all three up to date and in one vol., \$5.00. PUBLISHERS' WEEKLY, 241 W. 37th St., New York.

MEDICAL BOOKS

Medical Books and Periodicals, American and Foreign, New and Old. Paul B. Hoeber, 67-69 East 59th Street, New York.

FOREIGN AND SPECIAL BOOKS

American-Scandinavian Foundation, 25 W. 45th St., N. Y. Trans. Danish, Swedish, Norwegian.

William Helburn, Inc., 418 Madison Ave., N. Y. Importers and Publishers of Architectural and Art Industrial Books.

International News Company, 83 and 85 Duane St., New York. Importers of German, French and English Books and Periodicals.

William R. Jenkins Co., Sixth Ave. at 48th St., New York. French, German, Italian, Spanish and other foreign books. Veterinary and Medical books. Books concerning all Domestic Animals.

Lemcke & Buechner, 32 West 27th St., New York. All foreign books and periodicals.

Scandinavian Books Exclusively. Albert Bonnier Publishing House, 561 Third Ave., New York.

G. E. Stechert & Co. (Alfred Hafner), 151-155 West 25th St., New York. Books and Periodicals.

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Back numbers of magazines can be had at Abrahams Book Store, 145 4th Ave., N. Y.

The Boston Book Co., Boston, Mass. Complete files and back numbers of magazines.

A. S. Clark, Peekskill, N. Y. Complete files and Back Numbers of over 1200 different magazines, English and American. Send me your wants. Prompt service.

Medical and Chemical Back Numbers bought and sold. B. Login & Son, 152 E. 23d St., N. Y.

The Morgan Book Store, 37 Corning St., Boston, Mass. Back numbers of all Magazines supplied. Submit your want lists.

Back vols. and nos. of magazines supplied. Philadelphia Magazine Depot, 326 N. 10th St., Philadelphia, Pa.

We buy and sell periodicals—numbers, volumes and sets. H. W. Wilson Co., White Plains, N. Y.

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E. Steiger & Co., New York, manufacture the largest line of Kindergarten Supplies and Constructive Material for Manual Training. Catalog gratis.

SHORTHAND AND TYPEWRITING BOOKS

Isaac Pitman & Sons, 2 West 45th St., New York.

BOOKS WANTED

- William Abbatt, Tarrytown, N. Y.**
The Printing Art, several copies; give dates.
- James Adair, 626 Hennepin Av., Minneapolis, Minn.**
Principals and Practice of Life Insurance.
Bancroft's History, vol. 21, half calf.
- Alabama State Department of Archives and History, Montgomery, Ala.**
Bailey, Cyclopedia of Horticulture, latest ed.
Sheldon, History and Pedagogy of American Student Societies, 1901.
- Aldine Book Co., 436 Fourth Av, Brooklyn, N. Y.**
Rhode Island Colonial Records, vols. 1, 3, 10.
Genealogy pamphlets and books, for cash.
Battles and Leaders Civil War, nos. 1, 8, 10, 14, 15, 16, 22, 24, 32.
- William H. Andre, 607 Kittredge Bldg., Denver, Colo.**
Twain, vols. 24 and 25, Underwood ed., cloth.
- Antique Book Store, Toledo, O.**
Large Spanish-English and Spanish Dictionary.
Reality of Religion.
- Back Number Wilkins, Danvers, Mass.**
Scientific American Supplement, Jan. 29, 1916; will pay a premium; quote your price.
- William M. Bains, 1213 Market St., Philadelphia.**
Modern Shop Practice, American School Correspondence, 4 vols.
- G. A. Baker & Co., Inc., 10 E. 39th St., New York.**
Parkman, Pioneers of France, 1865.
Parkman, Jesuits in North America, 1867.
Parkman, Discovery of the Great West, 1869.
Parkman, Book of Roses, 1866.
Parkman, Vassal Morton, 1856.
Parkman, Struggle for a Continent, 1902.
Parkman, Life of, by Farnham, 1900.
- Baptist Book Concern, 650 S. 4th St., Louisville, Ky.**
The Women of the Bible, P. C. Headley.
- C. H. Barr, Lancaster, Pa.**
W. W. Jacobs, 1st English ed. after 1909; title, condition.
Petre, Simon Bolivar.
Casey, Philistis.
American Jewish Year Book, 5677.
- C. E. Barthell, Ann Arbor, Mich.**
Hepburn, Cases Torts.
Reynolds, Vertebrate Skeleton.
Alkaloidal Chemistry, anything.
Gray's Anatomy, Howden ed.
Piersol's Anatomy.
- N. J. Bartlett & Co., 28 Cornhill, Boston, Mass.**
Burke's Peerage.
Aldrich's Story Bad Boy, 1st ed.
- A. A. Beauchamp, 603 Boylston St., Boston, Mass.**
Nature, Ralph Waldo Emerson, Roycroft.
Light of the World, Arnold, Funk, 1891.
Life of Jesus, Beecher, Ford, N. Y.
Little Journeys, Copernicus, Roycroft.
Poetical Works, Hemans, 1 vol., sheep, 1847.
Poems, Wm. Vaughn Moody, 1901.
The Betrothal or, Marriage a Failure, Ensign.
Might Have Been, Jos. Parker, Stokes, 1896.
Philosophic Nuggets, small 16mo, N. Y.
Plato's Best Thoughts, Scribner, 1883.
The Power of Truth, Jordan, Brentano's, 1902.
Kingship of Self-Control, Jordan, Revell, 1899.
Lincoln, and Other Poems, Markham, 1901.
Lucile, Meridith, Ticknor & Co., Boston, 1882.
Lyrical Poetry of Bible, Ernest Rhys, Dent.
Popular and Critical Bible Encyclopedia.
Christian Science Journal before 1898.
Anything of association interest *Christian Science*.
- The Bell Book and Stationery Co., 914 E. Main St., Richmond, Va.**
Seargent's Memoir of S. S. Prentiss, 2 vols., Scribner.

- Frank Bender, 84 Fourth Av., New York.**
Eder, On Photographic Emotions.
Elliott, Sarah Bernhardt, An Incident and Other Happenings.
Hill, Judge, Biography of Washington Irving.
The Book of Tea (short essays).
Goldsmith, Oliver, She Stoops to Conquer, illus. by E. A. Abbey.
Print Collector's Quarterly, vol. 1, nos. 1 and 2.
Morgan Dix, The Sacramental System.
Mathew Henry, Commentary of the Bible.
McCrindle, Invasion of India, 1846.
Furnice, Shakespeare, complete.
Bartlett, Shakespeare Concordance.
Bankart, Art of the Plasterer.
Good Furniture (magazine), any or all.

- W. Beyer, 115 Broadway, New York.**
Cassier's Magazine, London, Oil Power Number, Mar., 1913.
Internal Combustion Engineering, nos. of Jan., 1913, and Dec., 1913; might take entire vol.

NOTICE.

All classified ads must reach us not later than **TUESDAY NOON** to insure insertion in the next issue.

THE PUBLISHERS' WEEKLY.

- The Bibliopole, 47 E. 7th St., New York.**
Keith, Ancestry of Benjamin Harrison.
Vestry Book of Henrico Parish, Va., Brock.
Hayden's Virginia Genealogies.
Crozier's Virginia County Records, any vols.
Any items of Virginia genealogy or early history.
Shakespeare, Julius Caesar, Latin and English ed.
Campbell, Virginia, 1813 ed.
- The Book House, 116 S. Michigan Av., Chicago, Ill.**
War of Steel and Gold, Brailsford.
- The Book Supply Co., 231-233 W. Monroe St., Chicago.**
Ward's The American Carnation and How to Grow it, pub. the De La Mare Printing & Pub. Co.
- E. Borgmann, 210 Bremen Station, St. Louis, Mo.**
U. S. Dispensatory, 4th ed., 1839.
American Chemist Journal, 1895-1913, or part.
Chemist and Druggist, London, vols. or parts.
Jl. Soc. Chem. Industry, London, 1882-91.
- The Boston Book Co., 83 Francis St., Boston.**
Bird Lore, early nos.
Botanical Gazette, July, 1885; Jan., 1886; Nov., 1905.
Broadway Mag., July, 1899; Oct., 1901; June, Dec., 1903.
Charities, before 1904, and June 30, 1904.
Jour. Geography, odd nos.; send for list.
N. E. Water Works Asso. Jour., Sept., 1905; Sept., 1907.
Osprey, Sept., Dec., 1896; July, 1902.
Overland Mo., July, 1883; Sept., 1885; Jan., Feb., 1912.
Photoplay Mag., Dec., 1914.
Poet Lore, Apr., 1892; Jan., 1894; July-Sept., 1897; Apr.-June, 1898; 1904, no. 1; 1905, no. 2.
Print Collectors' Quar., vol. 1, no. 3, or set.
Psychological Monographs, nos. 7, 59-65, vols. 16+.
Republic, vol. 8, no. 5, 1877. 50 c.
School Rev., Jan., 1894; Dec., 1896.
Science, Feb. 15, Aug. 2, 16, 1895.
Scientific Mo., any nos.
Torrey Botanical Club Bull., Jan., 1895, or vol. 12.
World Today (Current Encyclopedia), Sept., 1901; Aug., 1902; Sept., 1903.
- Charles L. Bowman & Co., 225 Fifth Av., New York.**
Brewer's Rhyming Dictionary.
- Brandt & Kirkpatrick, 101 Park Av., New York.**
The Shears of Destiny, Leroy Scott.
- Brentano's, Fifth Av. and 27th St., New York.**
Ranke's History of the Popes.
Carlyle's The French Revolution, 3 vols., ed. de luxe.
Leiningen-Westerburg, German Bookplates, London, 1901.
Inigo, Jones, J. Payne, Collier, London, 1848.
Internal Combustion Engines, Galdner.
Normandy, P. Dearmer.

BOOKS WANTED—Continued.

Brentano's—Continued.

Manners and Customs of Ancient Egyptians, 2 vols., J. G. Wilkinson.
 Curiosities of Glass Making, Apsley Pellatt.
 War Reminiscences of Col. J. S. Mosby.
 Nuggets of New Thought, Atkinson.
 Everyone His Own Way, Wyatt.
 Redfern, Mason, Song Lore of Ireland.
 The American Thoroughbred, L. D. Bruce.
 A Book of Secrets, Dresser.
 English Income Tax, J. A. Hill.
 With Star and Crescent, A. Lackner.
 England and Germany, Dillon.
 Favorite Flies and Their History, Marbury.
 Ouananiche and Its Canadian Environment, E. T. D. Chambers.
 Leaping, McCarthy.
 Annals of an Old House, Harrison.
 The Modern American Pistol Revolver, A. C. Gould.
 Martin's Lucid Intervals.
 Oracles of Nostradamus, Chas. A. Ward.
 Angel Over the Right Shoulder.
 Ayesha, Haggard.
 Strange Stories from the Lodge of Leisure, Soulie.
 Louis Becke's Works.
 Farthology and Raphael.
 Grimm Tales Made Gay, Carryl.
 Universal Phonography, H. A. Pernin.
 Rural Hours, S. F. Cooper.
 Maiwa's Revenge, Haggard.
 The Rescue of an Old Place, Robbins.
 The Round Year, E. M. Thomas.
 Copper Handbook, Weed, 1916.
 Everyman a King, Marden, leather ed.
 Optimistic Life, Marden, leather ed.
 The Head and the Heart, Elisha Bartlet.
 Ordnance Regulations, Government Printing Office.
 Seals of the United States, Prang Co.
 History of the Colony of New Haven, Conn., Edward R. Lambert.
 Window Flower Garden.
 Gardens in Their Season.
 Kitchen Garden Made Easy, Glenn.
 Children's Gardens, Cecil.
 Home Vegetable Garden, Rockwell.
 Book of Perennials, Vollmer.
 Propagations Tree Repairs, Newham.
 Making the Grounds Attractive with Shrubbery, Tabor.
 Practical Agriculture Lands.
 American Carnations, Ward.
 Intensive Cultivation of Vegetables, Aquilar.
 Cucumber Cultors, May.
 Garden Diary, Underwood.
 Gardening for Women, Wolsely.
 Soils, Manure Crops, Burns.
 Orchids, Rand.
 Summer Garden Pleasure, Batson.
 Book of the Daffodil, Bourne.
 Flower Garden, Bennett.
 Carnations and Pinks, Cook.
 Willcox, English-French Dictionary (Military Terms).
 Bellows, French Dictionary.
 Keetel, Analyt. French Reader.

Brown Book Shop, 114 N. Carrol St., Madison, Wis.
 Horsley and Sturge, Alcohol and Human Body.
 Leach, Food Inspection and Analysis.
 Stillman's Engineering Chemistry.
 Hall's Cases International Law.

Bryant and Douglas, 922 Grand Av., Kansas City, Mo.
 Yale Courant, June, 1909.
 Norris, Man's Woman.
 Oxenham, God's Prisoners.

M. Buck, 1720 Sansom St., Philadelphia, Pa.
 Clemens, Personal Recollections of Joan of Arc, 1896.
 Dialogues of Luisa Sigea, Liseux.
 Priapeia, 1888.
 Burton, Book of the Sword.
 Chas. Whibley, A Book of Scoundrels, 1st ed.

The Burrows Brothers Company, 633 Euclid Av., Cleveland, O.
 Advice on Fox Hunting, W. de Broke.
 Duties of Huntsmen, Thompson, good ed.
 Observations on Fox Hunting, Cook, good ed.

Butte Free Public Library, Butte, Mont.

Lewis, Faro Nell and Her Friends.
 Lewis, Sunset Trail.
 Seltzer, Range Riders.
 Seltzer, Trail of Yesterday.

John Byrne & Co., Washington, D. C. [Cash.]

Lloyd on Divorce, Md.
 Harlan's Domestic Relations, Md.
 The Lawyer and Banker, vol. 7, no. 5, Oct., 1914.
 Court of Claims Rep., vols. 13, 14, 16.
 Duryee's Assignment of Patents, 1886.
 Cranch's Circuit Ct., 6 vols.
 Interstate Commerce Commission Rep., pub. L. K. Strouse, vols. 4, 5.
 Wheaton's U. S. Reports, vol. 9.
 Amer. State Papers, Foreign Relations, 1789-1826, 6 vols.

Cadmus Book Shop, 150 W. 34th St., New York.

The Seaside Naturalist, Rymer Jones.
 Frost, History of California.
 Brook, Life and Death of Lincoln.
 Spiritual Visitors (a play), N. Y., 1854.

D. A. Callahan, 164 S. Main St., Salt Lake City, Utah.

The Sowers, Merriam.
 American Bible, Elbert Hubbard.
 Cicero's Letters to Atticus, original, with notes and vocabulary.
 John D. Lee's Mormonism Unveiled.
 Wife No. 19, Ann Eliza Young.

Campion & Company, 1316 Walnut St., Philadelphia.

The Adventurer, Lloyd Osborne.
 Voice on the Wire, Ball.
 The Works of John Day, ed. by A. H. Bullen, Chiswick Press, 1881; in parts or bound.

Cannell, Smith, Chaffin Co., 720 W. 7th St., Los Angeles, Cal.

Bret Harte, set of Autograph ed., in boards.
 A Perfect Tribute, Mary Shipman Andrews, 1st ed.
 George Sand, Barrie ed. on Japan paper, any part of a set containing vol. 9.
 George Sand, Works, Barrie ed., on Japan paper, set.

Carr's Bookshop, Newport, R. I.

Schwering, German Court Under Wilhelm II.

Carson Pirie Scott & Co., Retail Book Department, Chicago, Ill.

Sons and Fathers, Edwards, Rand, McNally & Co.

C. N. Caspar Co., 454 E. Water St., Milwaukee, Wis.

Gould's Pocket and Students' Medical Dictionary, 6 copies.

Central Book Co., 93 Nassau St., New York.

Works of Demolomba, 15 vols.
 Works of Laurent, 41 vols.
 Fuzier-Herman, Repertoire Gen. Alphabetique du Droit Francais, 37 vols.
 Toullier, Le Droit Civil Francais, 12 vols.
 Zacharias, Cours de Droit Civil Francais par Aubrey.

Chamberlain Bros., Pittsfield, Mass.

Brainard ed. de luxe of De Maupassant, or other sets of complete works.

Chamberlin & Shropshire, Bridgeport, Conn.

Flute and Flute Playing, T. Boehm.
 Bruhns' Book of Logarithms.

George M. Chandler, 75 E. Van Buren St., Chicago.

Muir, Letters to a Friend.
 Morier, Hajja Baba.
 Medical Portrait Gallery, 2 vols.
 Metternich, Memoirs, 5 vols., Scribner.
 Vest, Senator, Eulogy on the Dog.
 Fischer, Kaiser Wilhelm and His Consort, 3 vols.
 Trumbull's Connecticut.
 Dreiser, The Genius.
 Burton, Lady, Life in Smyrna, Holy Land, etc.
 Wilkins, A Queen of Tears.
 Burton, Book of the Sword.
 Beck, Gazetteer of Illinois, 1823.
 Frost, A. B., Sports and Games, folio, Harper.

BOOKS WANTED—Continued

- W. G. Chapman, 118 N. LaSalle St., Chicago, Ill.
A. K. Green, A Difficult Problem.
Pemberton, Jewel Mysteries.
- Chicago Medical Book Co., Congress & Honore Sts., Chicago.
The Autobiography of Marion Sims, second hand preferred.
- The City Library Association, Springfield, Mass.
Barnard, G., Drawing from Nature, Longmans, 1865.
Lewis, C. M., Foreign Sources of Modern English Versification, Yale Univ. Pr.
- The Arthur H. Clark Co., Caxton Bldg., Cleveland, O.
Henshall, Book of Black Bass, 1881.
Skidmore, Rights of Man to Property, 1829.
Lloyd, Steamboat and Railroad Guide, 1860.
Eggleston, History of Confederate War.
Hitchcock, American State Constitutions, 1903.
Denby, China and Her People, 1910.
Collier's, vols. 30 and 31.
Records of the Past (Washington), vol. 3 and pts. 1 and 12, and vols. 4 to end.
Ricardo, Letters to McCulloch, 1816-23, ed. by Hollander, 1895.
Mackey, Encyclopedia of Freemasonry.
Thornton, Oregon and California in 1848, 2 vols., 1849.
Humboldt, Political Essay on Kingdom of New Spain, 4 vols., 1811-12.
Tokyo Geological Society Journal, set or vols.
Boynton, English and French Neutrality, 1864.
Bell, Kalogynomia: or Laws of Female Beauty, 1899.
Gass, J. of Voy. & Travels Under Lewis & Clarke, 1810.
Doughty, Travels in Arabia Desert.
American Oriental Soc. J., vl 1, pts. 2, 3; v. 5, pts. 3, 4; v. 11; v. 21, pt. 2; v. 22, pt. 1; v. 27; v. 28, pt. 1; v. 29; v. 30, pt. 1; v. 31, pt. 4; v. 32 to date.
- The John Clark Co., 1486 W. 25th St., Cleveland, O.
Bryant, History of the Minnesota Indian Massacre.
Connecticut Historical Society's Collections, complete set.
Hart, History of the Mississippi Valley.
Illinois State Historical Society's Transactions and Collections, complete set.
Illinois State Historical Society's Journal, complete set.
Indiana State Historical Society's Publications, complete set.
Kansas State Historical Society's Collections, complete set.
Leavitt, Fifty Years in Theatrical Management.
Moore, Glimpses of Another State.
Mather, Cotton, Blessed Unions, 1692.
Mather, Cotton, Boanerges, 1727.
Mather, Cotton, Boston Ephemeris: an Almanack for 1683.
Mather, Cotton, Bostonian Ebenezer, 1698.
Mather, Cotton, Brethren Dwelling Together in Unity, 1718.
Mather, Cotton, Case of a Troubled Mind, 1717.
Mather, Cotton, Cause and Cure of a Wounded Spirit, 1691.
Mather, Cotton, Christian at His Calling, 1701.
Mather, Cotton, A Christian Conversing with the Great Mystery of Christianity, 1709.
Mather, Cotton, Christian Funeral, 1713.
New Hampshire Historical Society's Collections and Proceedings, complete set.
We wish to get in touch with portrait dealers who can assist us in the finding of a large number of portraits of early American Actors, Actresses, Minstrels, etc.
- W. B. Clarke Co., 26 Tremont St., Boston, Mass.
Centuries Apart.
- Colesworthy's Book Store, 66 Cornhill, Boston, Mass.
Joys and Sorrows of Home, Anna Leland.
Salesmanship, I. C. S., set.
Broughton and Lilly, Elements of Astrology.
Dalton's Tables of Houses.
Classical and Foreign Quotations, London, 1887.
Approaching End of Age, or Any Dr. Guinness.
Good Samaritan, Mary Shipman Andrews.
Arabian Nights, Burton or Payne.

Colesworthy's Book Store—Continued.

- Hardy, Lionel Johnson.
Family Physician, Warren and Bowditch.
Ramsey's Chemistry, Churchill ed.
Montgomery's Auditing.
White Mountain Trails, Packard.
- The College Book Store, Springfield, O.
Adam's Religious Teachers of the Greeks.
Guy de Maupassant's Maison Tellies.
Vols. 1 and 4 of J. B. Lippincott's edition of Jameson, Faussette & Brown's Commentary, 8vo, Brown cloth.
- Columbia University Press Bookstore, 2960 Broadway, New York.
Bellew, Chip's Dogs.
Bonser, Reasoning Ability of Children.
- Commission Company, 311 W. 154th St., New York.
Books by Auberon Herbert.
Frisco, Economics of Efficiency.
Public Libraries, recent nos.
Yarros, Free Political Institutions.
- Conder's Bookstore, 114 E. 59th St., New York.
Brantome's Lives of Illustrious (or Famous) Ladies.
Hodder's Life of Shaftesbury, London, 1886, 2 vols.
Moore's Memoirs of My Dead Life, 1st ed.
Fiske's Critical Period, 8vo, illus. ed.
Schumann's Early Letters, Bohn, 1888.
Höfding's History of Modern Philosophy.
Cushing's Zuni Indians' Book.
Redfern Mason's Song-Lore of Ireland.
Jewett's Folk-Ballads of Southern Europe.
Parsons Family Genealogy.
Ingelby's Oscar Wilde.
Diderot, Œuvres, Correspondance, et Memoires, 26 vols.
Du Maurier's Peter Ibbetson, 1st edition.
Keating's History of Ireland.
Jorgensen's Mastery of Color.
Jones's Papers on Psycho-Analysis.
Jewett's Folk Ballads of Southern Europe.
Old Spanish Ballads (in Spanish), Henry Holt.
Hodder's Life of Shaftesbury, London ed.
Brantome's Lives of Illustrious Ladies.
Moore's Memoirs of My Dead Life, 1st ed.
Fiske's Critical Period, illustrated edition.
Robert Schumann's Early Letters.
Höfding's History of Modern Philosophy.
Parsons Family Genealogy, pub. in Canada.
- The Co-Operative Press, Charlotte, N. C.
Ridpath, History of World, 9 vols.
Wheeler's History of N. C.
Viguola, French text.
- Cottlow the Bookman, 1688 Third Av., New York.
Warner, Our Invisible Supply, 2 vols., any ed.
- Carol Cox Book Co., 249 W. 125th St., New York.
Raquette Lake in the Adirondacks, any book on.
Murray's Adirondack, any.
- T. O. Cramer, 1331 Grand Av., Kansas City, Mo.
Hood, Christmas Evens Preacher, etc.
Pike, Z. M., Sources of the Mississippi, 1807-10.
- Jeremiah F. Cullen, 15 S. 9th St., Philadelphia, Pa.
Geo. W. M. Reynold's Works, vols. 1, 11, octavo, blue buckram, the ed. published for the Oxford Society.
Sketches by Boz, by Dickens, octavo green cloth or any cloth, pub. by Chapman & Hall, household ed.
- M. Curlander, 26 S. Gay St., Baltimore, Md.
Ruegg, Employers Liability.
- Davis' Bookstore, 47 Vesey St., New York.
Odd volumes of Bret Harte, cloth standard library edition.
- Dixie Book Shop, 41 Liberty St., New York.
Lisle's Encyclopædia of Accounting.
British War Finance, Lawson.
Catechism of Central Station Gas Engineering, Board of Educational Control.
Religion and Science, Lecomte.
- Robert H. Dodd, Fourth Av. and 30th St., New York.
Way to Wealth; Advice to a Young Tradesman, etc. etc., by Doctor Franklin; Ithaca: Mack, Andrus & Woodruff, 1838.

BOOKS WANTED—Continued

Charles H. Dressel, 552 Broad St., Newark, N. J.
[Cash.]

Ploetz, Auszug aus der altern, mittleren, und neueren Geschichte.

The H. & W. B. Drew Co., Jacksonville, Fla.
Williams, History of Florida, 1838 ed.

E. P. Dutton & Co., 681 Fifth Av., New York.
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Clemens, Connecticut Yankee, illus. Dan Beard, Webster ed.

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De la Mare, Walter, Songs of Childhood.
Dickens, complete set, Household ed., 56 vols., cloth, set or odd vols., Hurd & Houghton.

Deutsch, Sixteen Years in Siberia.
Hines and Ward, The Service of Coast Artillery.

Howorth, Sir Henry, The Mammoth and the Flood.
Qualtrough, E. F., The Sailor's Handy Book and Yachtsman's Manual, 1881, Scribner.

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Soothill, Three Religions of China, Doran.

Sullivan, T. R., Boston: New and Old, Houghton.
Thackeray, complete set, Smith Elder ed., on good paper, illus., orig. cloth, 1868.

Walworth, Ellen H., Life and Times of Kateri Tekakurtha, The Lily of the Mohawks, 1656-1680.

Ward, J. H., Church in Modern Society, Boston, 1889.

Washburne, E. B., Recollections of a Minister to France, 1887.

Weiss, John, Poem Read at Dinner of Class of '37, Harvard, Press of W. L. Deland, Boston, 1874.

Whistler, Ten o'Clock, Alderbrink Press ed., Chicago, 1907.

Geo. Engelke, 855 N. Clark St., Chicago. [Cash.]
Hall's Adolescence.

Annals of the Four Masters.

Oahspi Bible, 4 copies.

Sir G. C. Lewis, A Treatise on the Methods of Observation and Reasoning in Politics.

Baraga's Dictionary of the Chippewa Language.

H. E. Fisk, Box 212, Topeka, Kan.

The Holy Biblical, pub. years ago in N. Y. and London.

Science and Health, 1875 to 1883.

Christian Science Journal, vols. 1 to 8.

Retrospection and Introspection, 1st, 2d and 3d thousand.

Forbes & Wallace, Springfield, Mass.

Esther Waters, by George Moore, 2 copies.

Franklin Bookshop, 920 Walnut St., Philadelphia, Pa.
Say's Entomology, vol. 3, or plates, 1828.

Sorauer, Handbuch Pflanzenkrankheiten, 3d Band, 1913.

Regimen Sanitatis, trans. J. Ordonaux, Phila., 1871.

Porter, Comm., Constantinople and Environs, Harper, 1835.

Lydekker, Royal Nat. History, 6 vols.

Gammel's Book Store, Austin, Tex.

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Shakespeare, Harper's Sidney Lee Edition, new or secondhand, State price.

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Ringwalt, American Encyclopædia of Printing.

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Randolph, Shadow of the Rock.

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Smith, Geo. Adam, The Book of Isaiah, vol. 2.

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Law of Financial Success.

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Billerica, Mass., Hist. of, Hazen.

Crockett, Maid Margaret.

Dunlap, Rise Arts of Design in U. S.

Eden, Semi-Attached Couple.

Mass. Hist. Soc. Proceedings, ser. 3, vol. 1.

Rennolds, Harney, Out of the Ashes.

Rosicrucian Soc., Doctrines of, trans. from German, Boston, 1888.

Genealogy: Lawson, by Lawson, 1903.

Starbuck, Hist. American Whale Fishery.

Edwin S. Gorham, 11 W. 45th St., New York.

Parish Life, Gasquet.

Great Abbeys, Gasquet.

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Odd copies, any date, illus. Parisian Periodicals, such as *La Vie Parisienne*, *Le Rire*, *Le Théâtre*, etc.

Edouard Mätzner, Französische Grammatik.

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Whitney, Compendious German Grammar, with Key.

Haas, Vorlesungen über lateinische Sprachwissenschaft.

Hall's Book Shop, 384-390 Boylston St., Boston, Mass.

Hale, Albert, The South Americans, Bobbs-Merrill.

Kropotkin, Russian Literature.

Hampshire Bookshop, Inc., 2 Bedford Terrace,

Northampton, Mass.

Fowler, Catalog of English Translations of Petrarch.

More, Wage Earner's Budgets, Holt.

Walker, Crystallography, McGraw, Hill.

Johnson, L., Art of Thomas Hardy, Lane.

Russell, H. A., New Socialism.

Lathrop C. Harper, 437 Fifth Av., New York.

Science, Feb. 16, 1917, no. 1155.

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Boston, 1888.

Fernow, Ohio Valley in Colonial Days, 1890.

Harper & Brothers, Franklin Sq., New York.

Greek Testament, K. Tichendorf, Smaller Critical ed.

Dante's Divine Comedy: The Book and the Story,

Leigh Hunt.

The Harrison Company, Atlanta, Ga.

Poor's Manual of Railroads, 1914, 1915, 1916.

Bancroft, Popular Tribunals.

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Temperature und Lebensvorgänge, Aristides Kanitz,
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E. Higgins Company, 138 Monroe Av., Grand Rapids,
Mich.

Edin Arnold, In My Lady's Praise.

The E. Higgins Company, Toledo, O.

Great Work, by T. K.

Good Children and Bad, illus. Demontville.

Walter M. Hill, 22 E. Washington St., Chicago, Ill.
Viaria, L'Art de déchiffrer les depeches secretes,
Paris, 1895.

Groppi, L., La Critto Grafia, Manuali Series, Heopli.
O'Brien, A. H., Haliburton: A Sketch and Bibliogra-
phy, 2d ed., Montreal, 1909.

Baring, Maurice, Russian People.

Crane, Stephen, The Monster.

Crane, Stephen, Maggie.

Crane, Stephen, The Third Violet.

Crane, Stephen, The Open Boat.

Crane, Stephen, Whimpville Stories.

Himebaugh & Browne, 471 Fifth Av., New York.

The Runaway Place, Eaton & Underwood.

Heart of Gaspe.

De Quincey's Works.

The Last Days of the Ruskin Co-Operative Associa-
tion, Prof. Isaac Broome, printed in Chicago,
Charles H. Kur & Co., 1902.

Hochschild, Kohn & Co., Howard and Lexington Sts.,
Baltimore, Md.

Sketch and Memoirs of M. Babcock, C. Robinson,
Revell.

Marriage of Reason, Egan.

Letter from Julia, Stead.

Laugh and Learn, J. Humphreys.

The Genius, Dreiser, 3 copies.

The Awakening of Mary Fenwick.

Scharf's History of Baltimore.

J. P. Horn & Co., 1001 Chestnut St., Philadelphia, Pa.

Marryat, 24 vols., cloth, limited ed., Little, Brown.

Sloane's Life of Napoleon, Century Co., 1896.

Autobiography of Franklin, limited ed., H. M. Co.

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The Three Lives and the Golden Rule, Robertson.

Great Pyramid of Jeezeh, McCarthy.

International Magazine Co., 339 Bay Way North,
Elizabeth, N. J.

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Am. Inst. of Mining Engineers, Trans., vols. 41, 45,
49, 50, 52 to date.

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Joyce, James, Portrait of the Artist, 1916.

White, Hist. of Selborne, with colored plates.

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Translation of Aristotle's Ethics, J. Burnet.

Lemcke & Buechner, New York.

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Gallatin, Albert, Writings, 3 vols.

Strong, Trip Through Yellowstone Park.

Dow, Lorenzo, Life and Writings.

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Miller, Memoirs of Blackshear.

Lowman & Hanford Co., Seattle, Wash.

Science and Art of Phrase Making, David Wolfe

Brown, Shorthand Pub. Bureau, Washington, D. C.

The Lutheran Publication Society, S. E. cor. 9th and
Sansom Sts., Philadelphia, Pa.

Luther, by a Lutheran, R. Weiser, Baltimore, 1848.

McClelland & Co., 141-143 N. High St., Columbus, O.

The Smile on the Face of the Tiger.

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German Classics, 20 vols., German Publication Soc.

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Mowbray, J. P., Conquering of Kate.

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Wise, Seven Decades of American Legislation.

Jewish Encyclopedia.

New Int. Cyc., latest ed.

J. B. McGee, 178 W. 81st St., New York.

Aristocrats, 1st ed., 1901.

Atherton, Patience Sparhawk, 1st ed., 1897.

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Burroughs, Wake, Robin., 2d ed., 1877.

Frost, Bull Calf.

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Hayne, Legends and Lyrics, Phila., 1872.

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Seton, Wild Animals I Have Known, 1st ed., 1898.

Seton, Bird Portrait, 1st ed., 1901.

Seton, Natural History of the Ten Commandments,

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Timrod, Poems, Boston, 1860.

McGraw-Hill Book Co., 239 W. 39th St., New York.

History of Masonry, 7 vols.

Alexander McQueen, Glen View, Ill.

Dale, How Are the Profits of the Year to be Ascertained?

Accountant (a periodical), vol. 29.

Any Bibliography or Price List of Works on Graphite, Crucibles, Plumbago, in any language.

John Jos. McVey, 1229 Arch St., Philadelphia, Pa.

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Madison Book Store, 61 E. 59th St., New York.

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Kent and Prestner, History of Discovery of Ancient Descriptions.

Gastony, Land of the Hellade.

Childs, Thousand Miles Through Asia Minor.

Henry Malkan, 42 Broadway, New York.

Thomas, History of Printing in America.

Peck, Edible Fungi of New York.

Braithwaite, S. and Peat Mosses in England and America.

Fr.-Eng., Eng.-Fr. Dictionary, Willcox.

Isaac Mendoza Book Co., 17 Ann St., New York.

Catlin, Indian Gallery, London, 1844.

Merz, History of European Thought, 4 vols.

Frazer, Golden Bough, complete.

The W. H. Miner Co., Inc., 3518 Franklin Av., St. Louis, Mo.

Woodford, Encyclopædia of Free Masonry.

Churchward, Origin and Evolution of the Human Race.

Delitzsch, Iris.

Shaw, Chapters on Symbolism.

Randolph, Pascal, The Master Passion.

Randolph, Pascal, Love and Its Hidden Mysteries.

Gayarre, History of Louisiana, vol. 4, 1866.

The Prophecies of St. Columbkil.

Moroney's Merger, Third and Walnut, Cincinnati, O.

Atlas and Cyclopædia of Ireland, Joyce, Murphy and McCarthy.

Works of Darwin, Voltaire, Hume, Payne, Ingersoll.

Encyclopædia Britannica, any latest ed.

Book of Knowledge.

The Morris Book Shop, 24 N. Wabash Av., Chicago.

Burns, The Merry Muses.

Ingals, Lead Smelting.

Warwick, Commercial Assay of Lead.

Fawn, Tin Deposits of the World.

Charleton, Cheap Methods of Mining Lead.

Luther's Table Talk.

Hough, Story of an Outlaw.

Hough, King of Gee Whiz.

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Hough, Getting a Wrong Start.

Zola, Unabridged trans., 12 vols.

Noah Farnham Morrison, 314 W. Jersey St., Elizabeth, N. J.

Thrope Family.

Sir Christopher Wren: His Family and Times, Phillimore.

Scharf's History of Maryland.

Broughm, Historical Sketches of Statesmen Who Flourished in the Time of George III.

Bateman, Biographies of 250 Distinguished National Men.

New York Medical Book Co., 45 E. 42d St., New York.

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The Norman, Remington Co., 308 N. Charles St., Baltimore, Md.

Poe, Virginia ed., 17 vols., cloth, Barse & Hopkins.

Meekins, Adam Rush, Lippincott.

Todd, Tales of the Chesapeake.

Ernest Dressel North, 4 E. 39th St., New York.

Burns, Poems, N. Y., 1788.

Chippendale, Gentleman's Directory, London, 1754.

Crane, Illustrations: Aladdin, Blue Beard.

Croly, Psalms and Hymns for Public Worship.

Emmett, Pretty Peggy.

Grolier Club Publications, any.

Hawkesworth's Voyages, 3 vols., London, 1773.

Hepplewhite, Cabinet Maker's Guide, 3d ed., London, 1794.

James, What Maisie Knew, Chicago, 1898.

Lewis and Clarke, Original Journals, 8 vols., N. Y., 1905-6.

London Punch, Sept. 20, 1916; Mar. 7, 1917.

Manwaring, Chairmaker's Guide, London, 1766;

Whole System of Chairmaking, London, 1765.

New York Times, July 12, 1916.

Sheraton, Cabinet-Maker's Directory, London, 1803.

Singleton, Furniture of Our Forefathers, 2 vols., 4to,

Japan paper.

Thomson, Historical Essay Magna Charta, London,

1829.

Valentine Manuals, any prior to 1849.

Walworth, Genealogy of the Hyde Family.

The Old Corner Book Store, Inc., 27-29 Bromfield St., Boston, Mass.

F. W. Farrar, Lives of the Fathers of the Church, A. & C. Black, 1902 or 1903, 2 vols.

Old Corner Book Store, Springfield, Mass.

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N. Y. State Historical Society, vols. 4, 5, 8.

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 Index to Legal Periodicals, vol. 1, nos. 1, 3.

E. L. Pierce, 5 W. 125th St., New York.
 Smith's Financial Dictionary.

The Pilgrim Press, 19 W. Jackson Blvd., Chicago, Ill.
 Texas Terry's Rangers.
 Quest of the Silver Fleece, DuBois.
 Ayeshea, Rider Haggard.

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 Stone, Book Plates Old and New.
 Wallace, The Devil His Book.
 Any book on Devils, Book Plates, Journalism.

Isaac Pitman & Sons, 2 W. 45th St., New York.
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 The Phonetic Journal, vols. for 1903, 1904, 1906, 1907, 1911 and 1912.

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 Syllabus of Errors, by Pope Pius IX, English trans.

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 Das, Bhavagan, Pranava Vada.
 Draper, J. W., History Intellectual Development Europe.
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 Turgenev, Works, 15 vols., Garnett trans.

Bernard Quaritch, Ltd., 11 Grafton St., London, W., England.

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 American Journal of Semitic Languages, a set.
 HARRISSE, Diplomatic History of America, 1897.

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 Thirty-three Rhode Islanders.

Dexter, Yale Biographies and Annals, vols. 1 to 6.
 Brühms, Dr., New Manual of Logarithms.

War Reminiscences of Col. John Mosby.
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 Constantinople and Its Environs, by an American, Harper, about 1835.

Fox-Davies, Art of Heraldry.
 West, G. B., The Golden Northwest.
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Burton's Arabian Nights, 17 vols., cloth.

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 Frezier, Voyage to the South Seas, London, 1717.
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